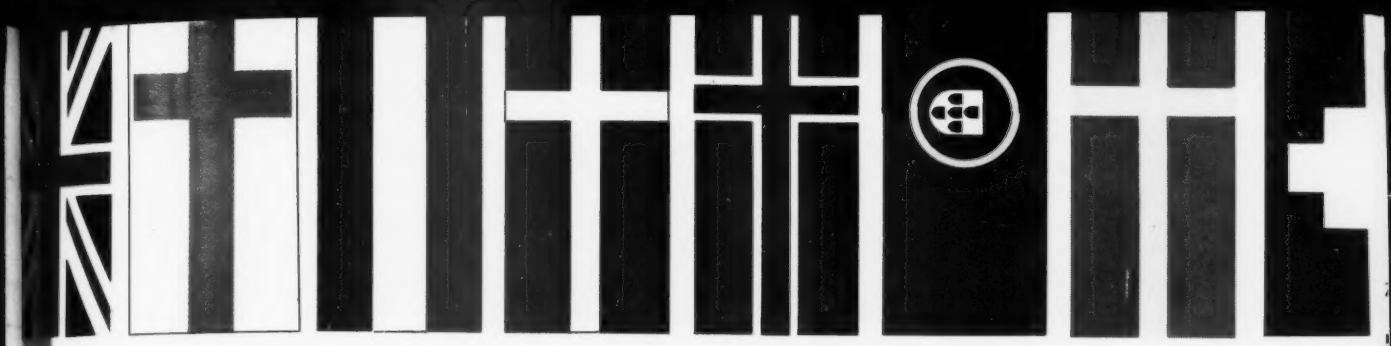
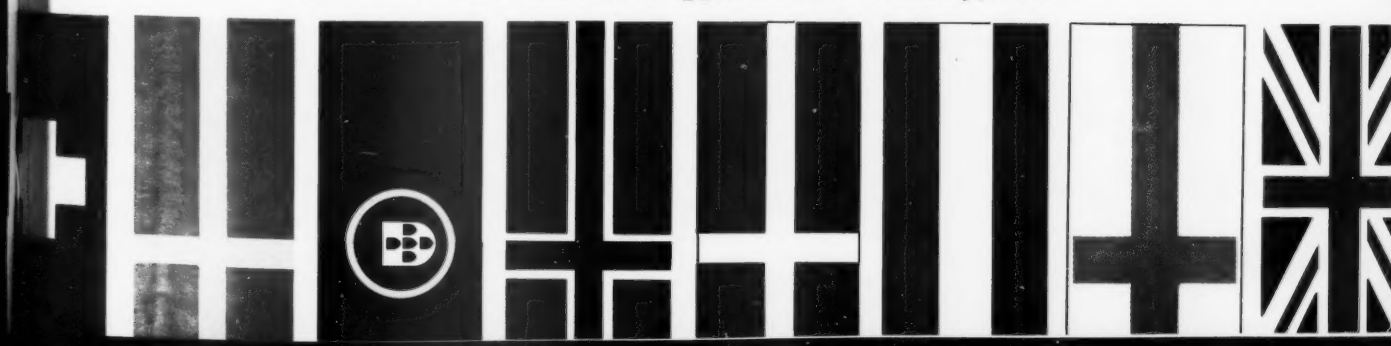


1967-
Free trade in
EFTA

1967

Board of Trade Journal Supplement, 6 January, 1967



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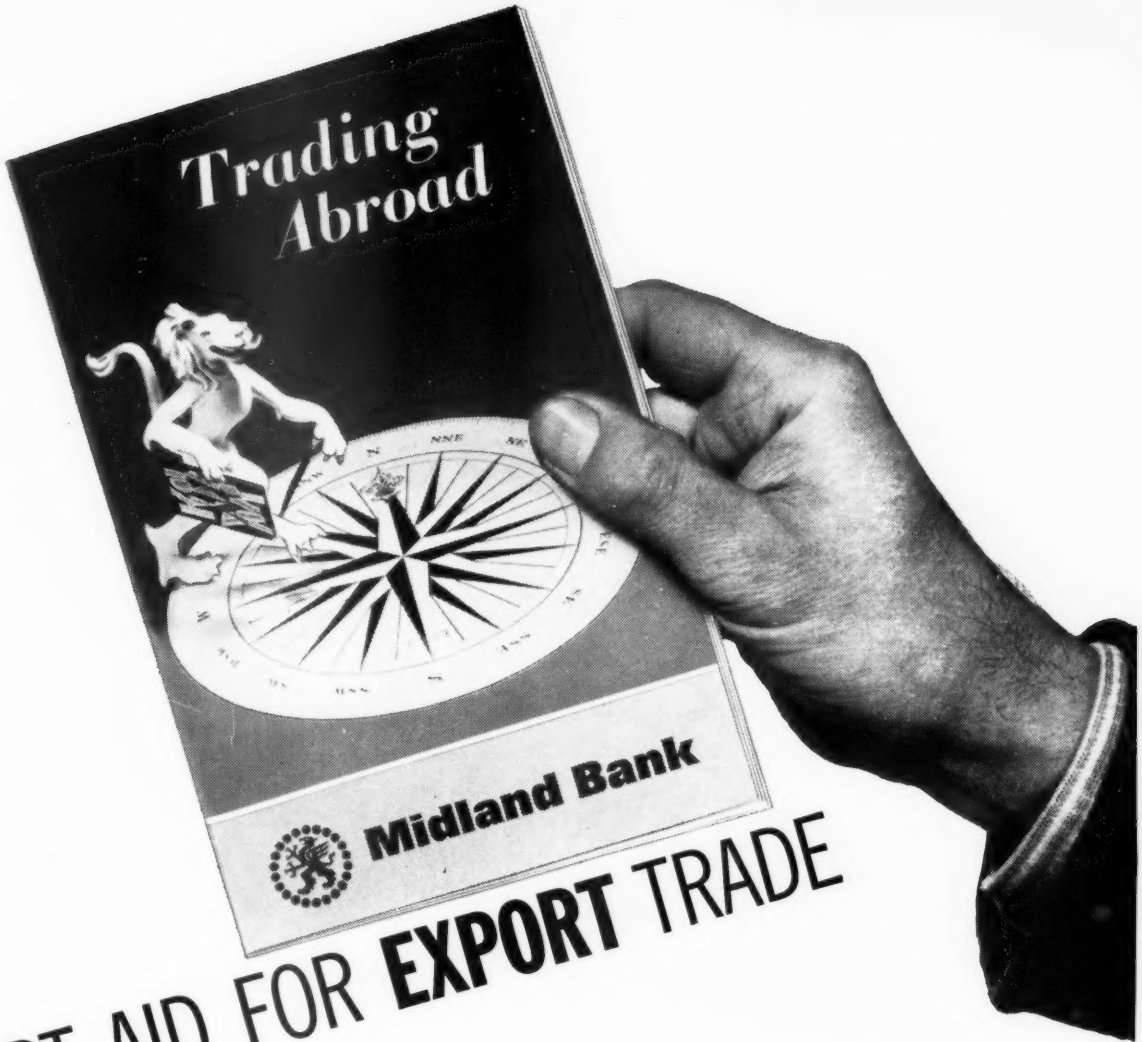

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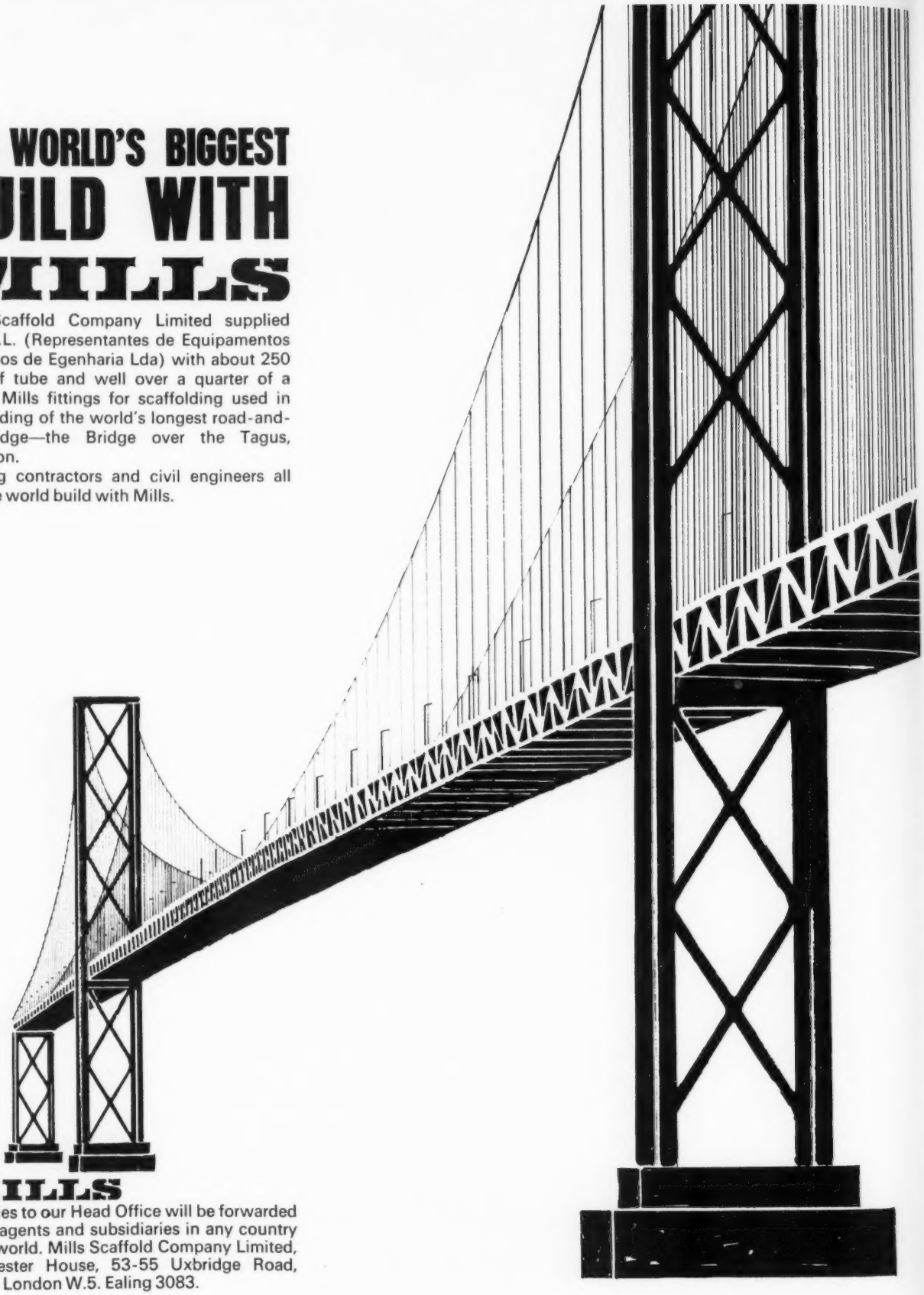

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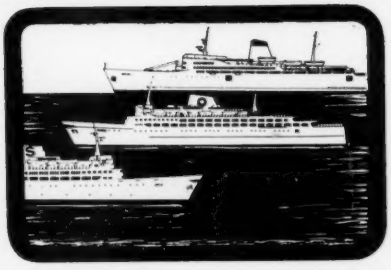

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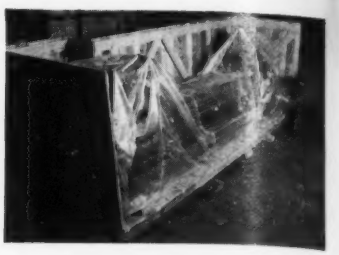

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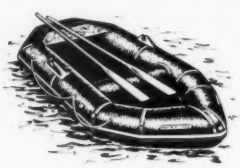

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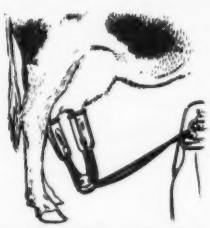

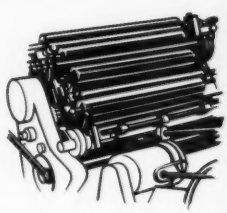

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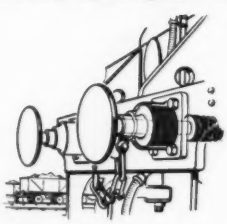

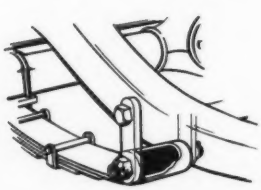

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* 2nd quarter	*1965*	*1966*
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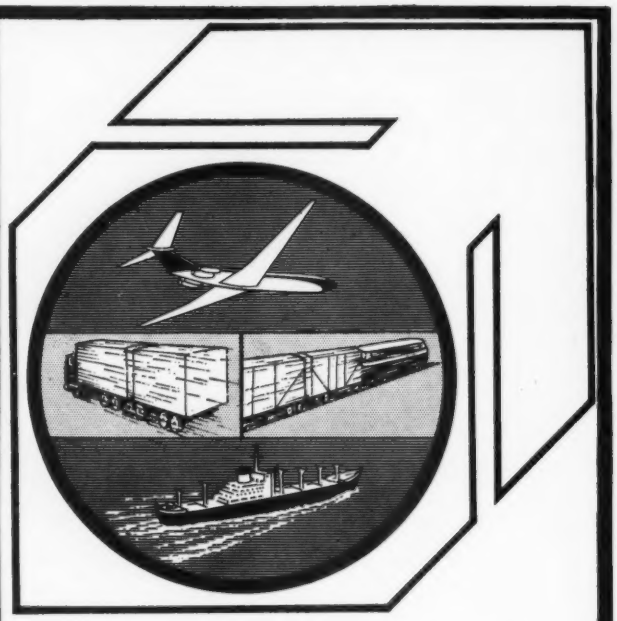

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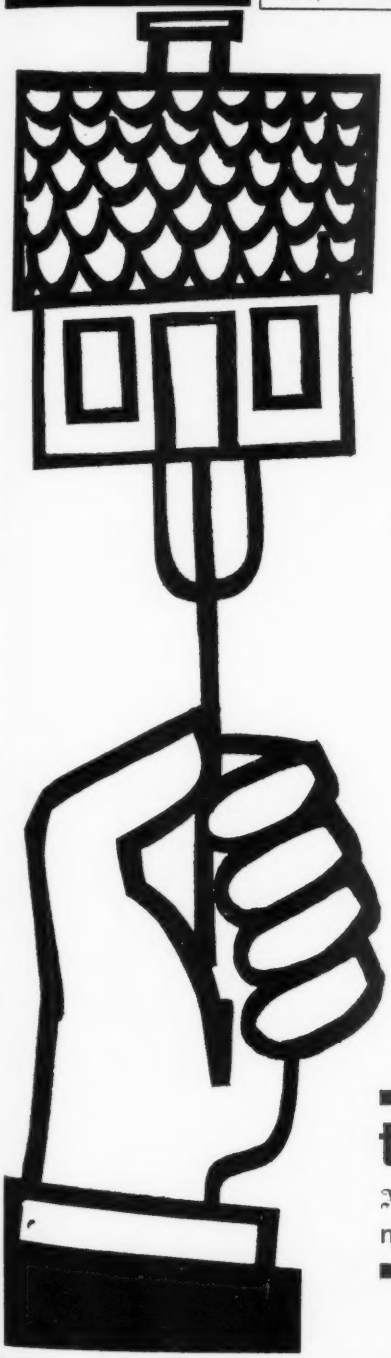

One of the biggest problems facing exporters today is the need to reduce the element of chance in the marketing of a new product on a new and competitive market.

Numerous ways of assessing the situation are, however, open to the exporter. The most useful one is testmarketing, which can provide the most reliable advance information one can get about the possibilities of a given product.

Testmarketing is, of course, in essence national marketing in miniature, and in Denmark three such "miniature" markets stand out, since they embody all criteria of the ideal testmarket, in that each of them is demographically close to the national average and – what is almost the most important point in testmarketing – may be covered by the use of just one medium: a daily newspaper.

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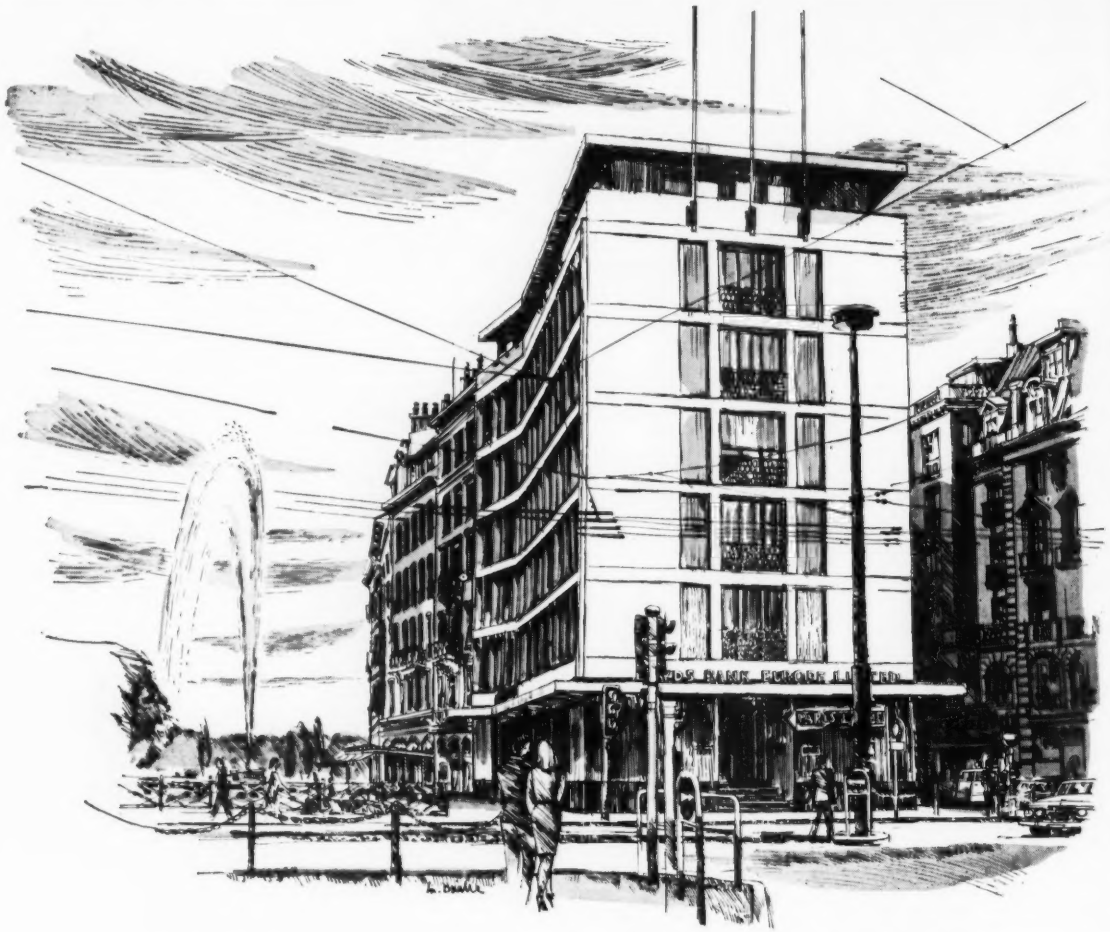

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1967: Free trade in EFTA

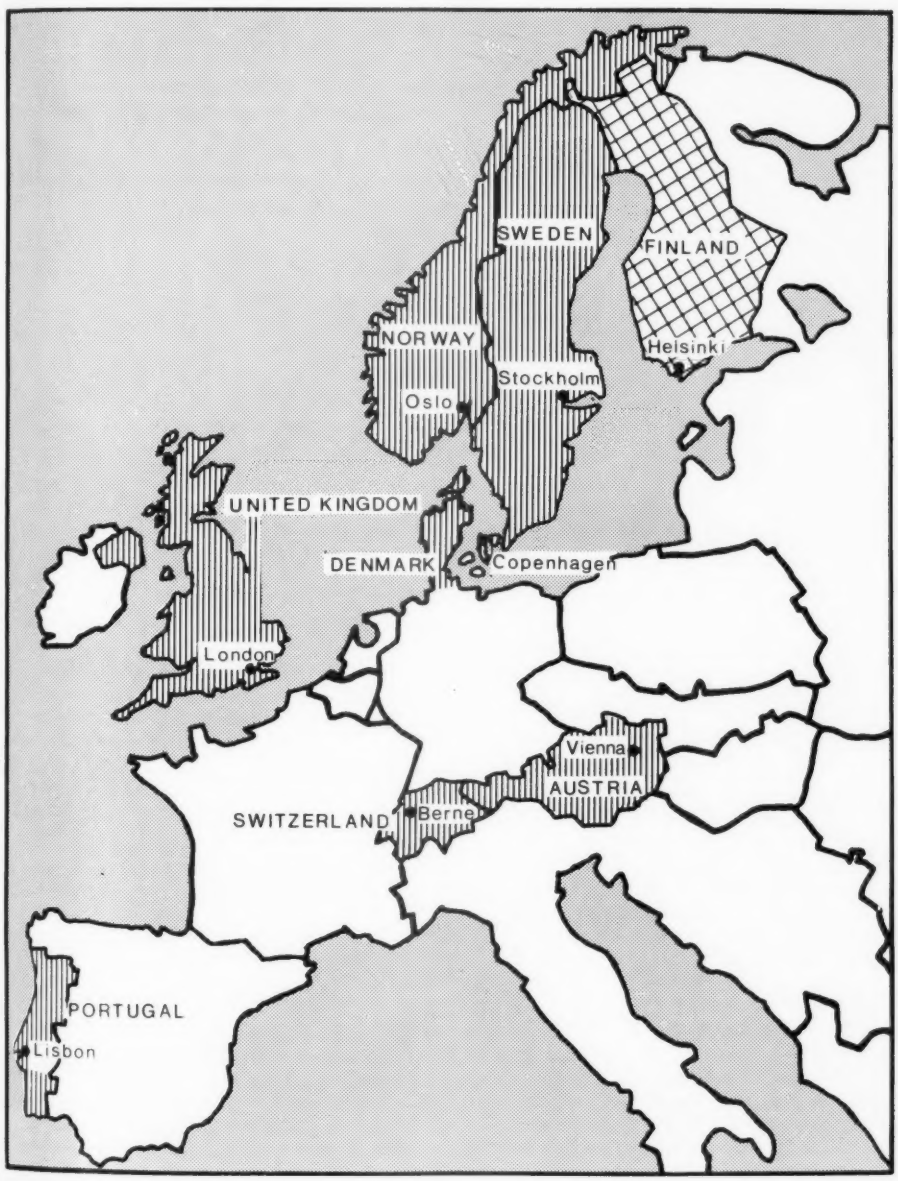
BOARD OF TRADE JOURNAL SUPPLEMENT 6 JANUARY 1967

At the beginning of this year the European Free Trade Association became the first completed free trade area in the world. On December 31 the seven member countries removed (with a few exceptions) their remaining protective tariffs on industrial goods of EFTA origin, thus creating a single market of almost 100,000,000 people. For British industry this means that its 'home' market is virtually doubled.

EFTA consists of seven full members: Austria, Denmark (including Greenland), Norway (including Spitzbergen), Portugal (including the Azores and Madeira), Sweden, Switzerland (with Liechtenstein) and the United Kingdom. In addition it has one associate member: Finland.

EFTA is the world's leading trading group: its total imports and exports (per capita) are higher than those of either the EEC or the United States. Although the individual populations of most of the EFTA countries are small, their standards of living are generally very high. On a per capita basis average income in EFTA is higher than in the EEC.

Although the member countries do not form a single geographical unit, such as that formed by countries of the EEC, nevertheless the EFTA markets are easily accessible to exporters in the United Kingdom and have much in common in their commercial outlook.



All the capitals in the EFTA countries can be reached by jet from London. The time taken to travel by air from London is as follows:

Vienna, 2 hours
Copenhagen, 1½ hours
Oslo, 2 hours
Stockholm, 2 hours
Berne, 2 hours
Lisbon, 2½ hours
Helsinki, 3 hours

Embassies

British Embassies in EFTA Countries *

Austria
British Embassy, Reisnerstrasse 40, 1030 Vienna.
Telephone 73.15.75/6/7.

Denmark
British Embassy, Kastelsvej 38-40, Copenhagen Ø.
Telephone Tria 6360.

Norway
British Embassy, Thomas Heftyesgate 8, Oslo 2.
Telephone 56.38.90.

Portugal
British Embassy, Rua de S. Domingos à Lapa, 35-39, Lisbon 3.
Telephone 661191-661195.

Sweden
British Embassy, Strandvagen 82, Stockholm.
Telephone 67.01.40.

Switzerland
British Embassy, Thunstrasse 50, 3005, Berne.
Telephone 44.50.21.

Finland
British Embassy, Korkeavuorenkatu 34, Helsinki, 13.
Telephone 12574.

EFTA Countries' Embassies in London

Austrian Embassy
18 Belgrave Square, London, S.W.1.
Telephone Belgravia 3731.

Danish Embassy
29 Pont Street, London, S.W.1.
Telephone Belgravia 4696.

Norwegian Embassy
25 Belgrave Square, London, S.W.1.
Telephone Belgravia 7151.

Portuguese Embassy
11 Belgrave Square, London, S.W.1.
Telephone Belgravia 5331.

Swedish Embassy
29 Portland Place, London, W.1.
Telephone Langham 2080.

Swiss Embassy
18 Montagu Place, London, W.1.
Telephone Paddington 0701.

Finnish Embassy
66 Chester Square, London, S.W.1.
Telephone Sloane 0771.

*Export inquiries by British firms should be addressed initially to the Board of Trade's Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone City 5757.

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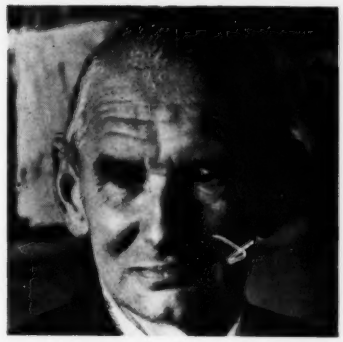
The Secretariat,
European Free Trade Association,
32, chemin des Colombettes,
1202 Geneva.

The United Kingdom Mission to the European Free Trade Association
37-39 rue de Vermont,
1202 Geneva.

A message from the Rt. Hon. Douglas Jay, MP, President of the Board of Trade

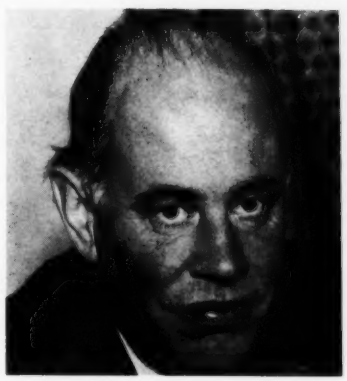


This Supplement to the *Board of Trade Journal* is being brought out to mark the beginning of full free trade in industrial products traded between EFTA countries and Finland. It is only six years ago that the first tariff reductions were made. Since then the tariff barriers between the member countries have been progressively reduced, and the remaining duties were removed on December 31, 1966. This is an occasion on which we in the EFTA countries and in Finland can congratulate ourselves on the progress that has been made, and on the increase in trade between the member countries. We look forward to the opportunities that are now opened up for a yet further expansion of trade.

But the creation of free trade between Members is only part of EFTA's story. As our Association's objectives make clear, we are pledged to contribute to the harmonious development of world trade, and to the progressive removal of any barriers which stand in the way of this. That is why we have worked so hard for a satisfactory outcome to the Kennedy Round, with its promise of a world-wide lowering of tariffs. And one of the Association's major aims from the beginning has been to bring about the establishment of a single Western European market. This remains our goal, and EFTA members will continue, in close consultation with each other, to work towards it.

EFTA opens up opportunities for all traders within the Association. It is up to British firms to play their full part in increasing trade between the Member countries. I hope that this Supplement will help them in their endeavours.

A message from Mr. Gunnar Lange, EFTA Ministerial Chairman



EFTA is unique in the annals of international economic organizations.

When the seven founding members established the European Free Trade Association six years ago, our major objectives were to ensure a rising standard of living and economic growth in our member countries by creating a free trade area in industrial products and to achieve the greater unity of Europe in one integrated market by arrangements which would, almost certainly, result in the abolition of EFTA itself as an organization.

To outsiders these may have appeared as contradictory aims – we do not believe so.

Our first target – a free trade area in industrial products – we achieved on December 31, 1966, no less than three years in advance of the original Stockholm Convention target date. The expansion of intra-EFTA trade by 100 per cent since 1959 has fully justified our organization, and our belief in the advantages of liberalizing international trade. And we have created this free trade area of 100 million consumers in eight European countries (Finland joined as an associate in 1961) without raising tariffs against non-member countries and without internal economic or industrial disruptions in our member countries. On the contrary, the increasing flow of intra-area trade and the emergence of this home market of 100 million people have stimulated mergers, associations, marketing and processing co-operation within EFTA across national frontiers, more particularly in Scandinavia. Moreover, the increase in our intra-area trade represents a real growth in international trade – not a deflection of existing trade from other markets, since we have at the same time also kept up a rising import and export exchange with the rest of the world including the European Economic Community.

Although our Convention did not also aim at a free market in non-industrial products, we have within the frame of our EFTA co-operation, through bilateral agreements and annual reviews of non-industrial trade, expanded the possibilities of increased sales in farm and fishery products. Also in other sectors our internal co-operation is developing, and externally in other international organizations the EFTA countries are deepening their mutual consultations and co-operation.

Our progress towards free trade has not been entirely without difficulties, but we have nonetheless achieved our first objective – a free trade area which we have been able to influence ourselves. We cannot say the same for our second objective – greater European unity, which is not in our hand to control.

Our target is and must remain a free united European market. We all in Europe depend too much on each other to continue indefinitely in separate economic groupings. So far, the various EFTA initiatives to end the split in Europe have not led to the desired results. But now that the EEC has agreed on the date for the completion of both the agricultural and industrial markets within the Community, on the EEC position in the Kennedy Round of tariff negotiations and in other ways dealt successfully with a variety of complicated Community problems, we are encouraged to hope that the external relations of the EEC, and a living concern for the future economic development of the whole of Europe will soon become the prime focus of activity in western Europe and lead to the achievement of EFTA's second objective – the creation of an integrated European market.

Sir John Coulson, Secretary-General of the European Free Trade Association.

The development of

EFTA IS NOW a fully-established free trade area. With the final removal of virtually all remaining protective tariffs and quotas on industrial goods traded between its member countries, EFTA has completed, three years ahead of schedule, the process of tariff dismantling begun in mid-1960. Over this period trade between the eight EFTA countries has doubled, and there is every reason to expect that, with the industries of each country henceforward operating in a 'home market' of 100 million people, the trend will continue.

As a trading group, therefore, EFTA has flourished, but it is important to remember that the Association was never set up as an end in itself. From the beginning its members have made clear their aim of a wider European market – one that will embrace not only EFTA but also the six EEC members and those European countries outside both groups.

EFTA's origin

EFTA is itself a result of the desire for a united Europe which grew out of the political and economic confusion of early post-war Europe. But, paradoxically, the Association's actual formation was the result of a setback to this vision – the failure of the special committee of the OEEC to agree on ways of linking the embryo European Economic Community with other OEEC members in a wide free trade area.

These negotiations had arisen from proposals put forward in the OEEC in 1956 by the British Government. At that time the Treaty of Rome was still being fiercely negotiated, but the six countries of the Community had already made the crucial decision in principle to form a common market. For most of the other OEEC countries there were severe political and economic difficulties in the way of them actually joining the EEC, but they could not remain indifferent to the formation of a customs union in the heart of Europe, by its nature inevitably discriminating in favour of its own members and against those countries outside. It was in no one's interest to see Europe thus divided. The British proposals envisaged the gradual abolition of tariff and other barriers to trade in manufactures between the OEEC countries, while allowing them freedom to determine their own relations with third countries. However, although the establishment of such a free trade area had earlier been accepted in principle by all the OEEC countries, the negotiations broke down at the end of 1958.

These abortive negotiations in Paris are an important part of EFTA's pre-history. Much of the work done there, particularly regarding rules of origin for imported goods, was later to prove useful to EFTA. Indeed, EFTA's formation owes a lot to the common attitudes of the future members that were revealed during the negotiations. When the negotiations finally broke down, Austria, Denmark, Norway, Portugal, Sweden, Switzerland and the United Kingdom decided to look at the possibility of forming a free trade area among themselves without sacrificing the eventual aim of a wider market embracing the Common Market countries.

The establishment of EFTA

After a series of exploratory meetings a plan for EFTA was drawn up in the summer of 1959 at Saltsjöbaden, near Stockholm. Once the governments had accepted this, work was started on drafting a convention which was ultimately signed in January 1960. Finland became associated with the seven full members of EFTA in 1961, and in practice has undertaken obligations virtually identical with those of the full members.

The authors of the Stockholm Convention, unlike those of the Treaty of Rome, were content to establish a framework setting out the necessary minimum of detailed rules. This framework has been well designed to sustain EFTA co-operation. Its very flexibility and simplicity has proved to be its strength. The Convention, for example, formally establishes only one institution, the Council, which, as governing body of the Association, is left free to set up other bodies to assist it as necessary. In fact, it has created a Secretariat of modest size together with a variety of specialist committees, both standing and *ad hoc*, of officials and outside experts which deal with such subjects as Customs and trade questions, the review of agricultural trade in EFTA, the interpretation of particular provisions of the Convention, the gathering of advice on the development problems of individual member countries, and the study of economic trends in EFTA. A Consultative Committee keeps the Council in touch with business and trade union opinion.

The institutional structure of EFTA has stood up well to the test of time. From the beginning the mechanism of EFTA has worked smoothly, and in particular the system of certificates of origin, which are fundamental to the working of a free trade area whose external tariffs are not uniform, has operated with none of the difficulties which some people predicted. The Convention came into force in May 1960, and the first 20 per cent tariff cuts took place on July 1, 1960. During this period EFTA made its first approaches to the EEC, designed to seek a settlement between the two groups as a whole. At the first EFTA Ministerial meeting in May 1960 the Council called for a settlement between EFTA and the EEC that 'would provide for a partnership of the two in a common system of European trade consistent with the GATT and contributing to the development of liberal policies and the expansion of trade throughout the world'.

British negotiations with the EEC

This global approach, however, resulted in no negotiations. The EFTA countries were thus led to agree that they should explore bilateral approaches to the EEC. In July 1961 Britain, Denmark and Norway applied for EEC membership. Portugal asked for membership after a period of association, while the three EFTA neutrals – Austria, Sweden and Switzerland – requested associate membership.

During the period of negotiation for British membership of the EEC, internal EFTA matters were inevitably somewhat overshadowed, although development of the free trade area went forward. On two occasions the Council decided to accelerate the pace of tariff dismantling within EFTA to keep step with the EEC timetable. However, on January 14, 1963, President de Gaulle held his famous press conference, and two weeks later the negotiations for British entry were suspended. With them ended also the immediate prospect of membership or association for most of the other EFTA countries.

f EFTA

by Sir John Coulson, KCMG, Secretary-General of the European Free Trade Associatio

A turning point for EFTA

This was, of course, a major turning point; the EFTA countries were thrown back on their own resources. It was clear that EFTA was not going to be as transitional as expected, and there was a general feeling that the Association should be strengthened. At Lisbon, in May 1963, the Ministers agreed to widen the scope of EFTA's activities and, notably, to speed-up once again the time-table for tariff reduction, bringing the date of the final abolition of tariffs down to the end of 1966, three years earlier than originally envisaged.

Internally the Brussels aftermath was a period of consolidation for EFTA. Externally it marked a greater concentration on the problems of liberalizing world trade, and, in particular, a determination to extract the maximum from the Kennedy Round negotiations in the GATT.

These negotiations, which formally opened in May 1964, were recognized as an opportunity to reduce greatly the tariff discrimination between EFTA and the EEC. The EFTA countries have, therefore, worked consistently for the deepest and widest possible cut in tariffs throughout the negotiations, which are now at their final decisive stage. A further initiative directed specifically at the EEC was launched in October 1965, when the EFTA Ministers invited the Community to join with them in a dialogue with the objective of finding ways to reduce the damage being done to the economy of Europe by the separate existence of the two groupings. No early response to this invitation was expected since it coincided with the crisis caused by the French boycott of the Community institutions, in turn followed by a long period when the Community was inevitably preoccupied with its internal affairs. But the invitation remains open.

EFTA today

This, then, has been the development of EFTA. Externally the record is one of great efforts but little progress – for reasons that are only too well known. Internally, however, the story is one of growing strength and increasingly close co-operation among EFTA's members. With EFTA's programme of tariff removal now successfully brought virtually to its conclusion, the emphasis of the Association's internal work will be concentrated mainly on countering potential non-tariff obstacles – differences in industrial standards, patent legislation, unfair business practices, and so on – which might stand in the way of the fullest possible realization of the potentialities of the free trade area. The best measure of our success in developing these potentialities will be the growth in trade between the EFTA partners, and in this the performance of Britain, as the largest economic unit in the partnership, will be crucial.

I have emphasized the contrast between EFTA's success in building the free trade area and its lack of progress in its longer-term aim of a single market in Western Europe. It would be wrong, however, to judge the internal or external work of EFTA in isolation from one another. The immediate benefits that EFTA exporters can gain from the Association are clear enough. But it is equally clear that the experience of operating in a larger market, without tariff or other protection at home, but also without such protective barriers against one's own exports, is certain to be of enormous value when the long-term aim of the Europe-wide market is eventually achieved.

Mr. Douglas Jay, President of the Board of Trade, was the principal Government host to six mayors and city representatives of the EFTA countries who visited Britain during November as guests of the British Government. The mayors are seen here attending the newly-elected Lord Mayor of London's official banquet at the Guildhall. From left to right in this series of pictures are Mr. Lauri Aho, Mayor of Helsinki, and Mrs. Aho; Herr Dr. Reynold Tschäppät, Stadtprasident of Berne; Herr Overborgmester Urban Hansen of Copenhagen and Fru Urban Hansen; Fru Eva Remens, First Deputy Chairman of Stockholm City Council, and Herr Stadtrat Kommerzialrat Rudolf Sigmund of Vienna; and Ordforer Brynjulf Bull of Oslo and Fru Bull. They are being greeted by Alderman Sir Robert and Lady Bellinger, the new Lord Mayor and Lady Mayoress of London.

How to claim EFTA tariff benefits

THIS ARTICLE, which gives a brief description of the formalities needed in connection with exports to EFTA countries, will, it is hoped, encourage United Kingdom firms to exploit to the full the opportunities which exist for increased trade within the EFTA area. Before exporting to the EFTA countries, however, firms are advised to study the Board of Trade EFTA Compendium for the use of Exporters (available from HMSO, price 12s. 6d. net).

Products covered by the EFTA tariff reductions

The EFTA provisions for removing tariffs apply to industrial goods of EFTA origin. The term 'industrial goods' covers all goods except certain agricultural and fish products (the excepted products are listed in Annexes D and E to the EFTA Convention. These are reproduced in pages 2/163-2/168 of the Board of Trade EFTA Compendium for the use of Exporters).

Need for Origin Rules. Since EFTA is a free trade area there is no common external tariff, and each member country is free to maintain or alter its existing duties towards non-EFTA countries. This means that import duties in the EFTA countries may vary widely: for example, on a particular product, plywood, they range from 20 per cent in the country with the highest rate to 3 per cent in the country with the lowest rate. Unless the position were safeguarded there would be a danger that goods from outside EFTA would be imported into the EFTA country with the lowest rate of duty and then pass into free circulation within the EFTA area, thereby undermining the higher duties, in force in other EFTA countries. Hence the need for Origin Rules which ensure that only goods which have undergone some processing within the EFTA area benefit from EFTA tariff treatment.

Under the EFTA Convention certain conditions have to be fulfilled if goods are to be treated as 'EFTA Goods' and so qualify for the reduced rates of duty. These conditions, which together make up the EFTA origin system, deal respectively with consignment, origin and documentation. (There are also certain conditions with regard to drawback and export rebate).

(a) Goods must be consigned from one EFTA country to another. They may pass in transit through a non-EFTA country. But EFTA goods exported from an EFTA country to a non-EFTA country, and then subsequently sent on to an EFTA country, are not eligible for EFTA rates of duty. There are, however, two exceptions to this general rule whereby (subject to certain conditions), EFTA rates of duty may be granted to goods consigned from either an exhibition or a Customs warehouse in a non-EFTA country.

(b) Goods must have undergone enough processing within the EFTA area to satisfy one of the three origin criteria laid down in the Convention – see 'The Origin Criteria' below.

(c) Goods must be accompanied by the appropriate documentary evidence of origin – see 'What Form to Use' below.

The Origin Criteria. The EFTA Convention lays down the following alternative methods for qualification as 'EFTA Goods':

(a) 'Wholly Produced' – goods must have been completely manufactured within the EFTA area from materials which themselves have been wholly produced within EFTA or are on the Basic Materials List (see below).

(b) 'Qualifying Process' – goods must have been produced within the EFTA area by the appropriate process listed in the Convention; the complete lists of these qualifying processes and introductory notes explaining their application are published in the Board of Trade Compendium.

(c) 'Percentage Criterion' – goods must have been produced within the EFTA area and the value of any non-area materials used at any stage of their production must not account for more than 50 per cent of the export price of the finished product.

Whichever criterion is adopted, the last process of production on the goods must take place within the area. For most goods, qualification under any of these methods carries equal right to full EFTA tariff treatment, and the producer may elect to use whichever alternative he finds most convenient. The exception is textiles. Most textile products have been excluded from the application of the 'Percentage Criterion' (paragraph (c)) and must satisfy either the 'Wholly Produced' (paragraph (a)) or the 'Qualifying Process' (paragraph (b)) criteria. Certain goods are not included in the lists of qualifying processes, such goods must satisfy either the 'wholly produced' or the 'percentage' criterion.

In deciding which qualifying method to use, the producer may find it useful to bear the following points in mind. Under the first method the words 'wholly produced' are to be interpreted literally. The use of one small ingredient of non-EFTA origin (apart from materials on the Basic Materials List) is enough to rule out this method. The 'percentage criterion' appears the most simple method to use, but producers may need to keep fairly detailed records of their transactions in order to prove that their goods qualify under this method and to watch price fluctuations to ensure that their goods continue to qualify. The advantage in using the 'qualifying process' is that once a producer establishes that he is performing an appropriate 'qualifying process', he knows that all goods manufactured in accordance will qualify.

Drawback and Export Rebate. Goods which satisfy both the origin and consignment rules mentioned above, and are accompanied by the appropriate documentary evidence, will qualify for the reduced EFTA rates of duty provided that:

(a) no drawback has been or will be claimed in respect of import duties paid or payable in the country where the finished product was made on any raw materials or components incorporated in that finished product; and

(b) the goods have not benefitted from, and no claim will be made for, rebates of certain indirect taxes; i.e. those on auxiliary materials, equipment and services, etc., used in the process of production and marketing and entering into the cost of the goods concerned. Taxes rebated under the United Kingdom export rebate scheme fall into this category.

This does not mean that all goods exported to EFTA countries will be refused either drawback or export rebate, but if either or both are claimed the importing EFTA country is entitled to charge the full rate of duty applicable to non-EFTA goods. Exporters should therefore consider very carefully whether it would be more beneficial in their particular case to claim drawback and/or export rebate and forego the reduced EFTA rates of duty, or to claim the EFTA rates and not drawback and/or export rebate. The provisions governing both drawback and export rebate are set out in more detail in Customs Notice No. 74.

Basic materials list

The Convention contains a 'Basic Materials List' which includes the majority of the essential raw materials of industry – such as hides and skins, timber, iron ore, unwrought copper, lead, zinc, etc. When these listed materials are used – in the state in which they are described in the list – in the manufacture of goods within the EFTA Area, the materials may be regarded as wholly produced in EFTA (irrespective of their actual origin) for the purpose of assessing the entitlement of the finished goods to EFTA treatment.

It must be emphasised that whilst products on the Basic Materials List may be regarded as entirely of EFTA origin when calculating the 'Area content' of goods produced from them, Basic Materials imported from outside the Area or of unknown origin are *not* entitled to EFTA rates of duty either on first importation into the Area, or when traded between one EFTA country and another without having undergone a process of production in the Area.

Definition of 'produced' and 'producer'

For the purposes of the EFTA origin rules goods are considered to have been 'produced' within EFTA if they have undergone in the area any process of manufacture which consists of more than merely packing, splitting up into lots, sorting and grading, marking or putting up into sets. A 'producer' is a person who has performed some process of manufacture on the goods. But it is the last producer, i.e. the person who performs the final process of manufacture prior to export (other than a process consisting solely of packing, sorting, grading, etc.), who is required to declare that the goods are of EFTA origin.

EFTA Declaration and Certificates of Origin

Before they will admit goods at the reduced EFTA rates of duty, the Customs authorities in the importing country will ask for an EFTA Declaration or Certificate of Origin. Declarations have to be completed by the producer and exporter of the goods; they do not have to be countersigned or authenticated by any outside body. Certificates are issued by those Chambers of Commerce who have been authorized to issue EFTA certificates.

The exporter is responsible for supplying evidence of origin for presentation to the Customs authority in the importing country and he may choose whether to use a Declaration or Certificate. But it is the producer of the goods (who may or may not be the exporter) who is required to declare that they satisfy the criteria of EFTA origin.

In their own interests traders, whether producers or exporters, should always ensure before they sign any statements about the EFTA origin of goods, that the statements are accurate and that they hold from their suppliers any evidence that may be necessary to support their own claim, for which they will be held responsible. The Convention provides for the verification of claims to EFTA rates of duty at the request of the Customs authorities of the importing EFTA country and for penalties for untrue declarations. Traders who deal in EFTA goods should be ready to answer inquiries from HM Customs, who carry out these inquiries in the United Kingdom about the goods they deal in, and should therefore keep records to enable their claims to be readily verified.

What form to use

These Declarations and Certificates have to be provided on various standard forms which have been agreed between EFTA countries. The type of Declaration form to be used depends upon whether or not the exporter is also the producer. The texts of the forms are set out in the Compendium referred to in paragraph 2 above. Where the exporter is also the producer of the goods he will generally find it more convenient to use a Declaration of Origin (Form 1, 1a (A), (B) or (C) or a Form 1b) rather than a Certificate. Where he is not the producer he can choose between a Declaration on Form 2, or a Certificate. He will find Certificates useful if for some reason he does not wish to disclose details of the producer to his customer, or if he is exporting goods from a number of different producers.

When the exporter is also the producer of the goods he may either make a Declaration of Origin on an EFTA Form 1 or, instead of completing a separate form, he may make a Declaration – using a prescribed text – on his normal commercial invoice. There are certain variants of these 'Invoice Declarations' known, for ease of reference, as Form 1a (A), (B) or (C) and Form 1b respectively. There are also special versions of both Forms 1a and 1b for use when certain spare parts are exported. The texts of all these Declarations are set out in Customs Notice No. 74 mentioned above in the section dealing with drawback and export rebate. The use of a Form 1a or 1b declaration saves extra form-filling.

When the exporter is not the producer of the goods, he may use an EFTA Form 2. If this form is used the producer is required to complete Part I of it and the exporter then completes Part II.

Form 3 is a Certificate of Origin and may only be obtained by the exporter from one of the Chambers of Commerce who have been authorized to issue EFTA Certificates. Before they can issue a Certificate the authorized Chamber of Commerce is required, under the rules of the EFTA Convention, to obtain a declaration of EFTA origin from the last producer and to satisfy themselves that the goods qualify under the EFTA Origin Rules.

When goods have been imported from an EFTA country and are simply being re-exported to another EFTA country without any further process of manufacture, either a Form 4 or a Supplementary Declaration for re-exports must be used. Form 4, like Form 3, is a certificate which can only be obtained by the exporter from an authorized Chamber of Commerce, who are required to satisfy themselves that the goods qualify under the EFTA Origin Rules and that no drawback has been claimed in the country where the last process of production took place. When a Supplementary Declaration for Re-exports is used it must be accompanied by the EFTA Certificate or Declaration obtained when the goods were originally imported from the EFTA country where the last process of production was carried out.

As a concession, for consignments whose total value does not exceed £25 (or its equivalent in the currencies of other EFTA countries) the EFTA countries have agreed to accept the following signed Declaration, made by the exporter on his commercial invoice for the goods: 'All the above articles are of EFTA origin.'
This concession is particularly useful to an exporter wishing to supply a replacement part in a hurry or to a retail business despatching parcels of small value to customers abroad. The exporter should not use this concession, however, unless he holds supporting evidence of EFTA origin furnished by the producer of the goods.

Where to get the EFTA forms. Copies of Forms 1, 2 and the Supplementary Declaration for Re-exports may be purchased from HMSO. They are also available from certain commercial printers and stationers, some of whom are also printing invoice forms incorporating the EFTA Form 1a Declarations. EFTA Forms 3 and 4 are available from those Chambers of Commerce authorized to issue these forms.

Where to send the completed form. When the EFTA form is completed it is normally sent to the consignee in the importing country so that it is available when the goods are cleared through the Customs. In the case of goods sent by post, however, the following procedure should be adopted:

(a) For **all** exports by post to Denmark the EFTA document should be sent separately direct to the addressee of the parcel or packet.
(b) For exports to other EFTA countries:
  (i) Post parcels for which a separate Customs declaration is handed to the Post Office – the EFTA document should be firmly attached to the Customs declaration and handed in to the Post Office with the parcel.
  (ii) Goods sent by Green Label Post (letter post, small packets post and insured box and sample posts) – the EFTA document should be enclosed in the packet and a note that this has been done made on the outer wrapping, if possible in close proximity to the green label.

Where to get further assistance. The foregoing is intended to outline the procedure to be followed for exports to EFTA countries. Fuller guidance is contained in the Board of Trade Compendium for the use of Exporters, which is kept up to date by means of an amendment service.

Firms who need advice on whether their goods satisfy the EFTA Origin Rules should contact either a Board of Trade Regional Office or the Export Services Branch of the Board of Trade at Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757). All inquiries about foreign tariffs should be addressed to the Export Services Branch. General inquiries on the Convention (including exporters' general inquiries about the origin rules or certification procedure) should be addressed to the Commercial Relations and Exports Department (Division 3), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2301/2).

Austria as a market for British goods

Hawker Siddeley aircraft in use by Austrian Airlines.

by E. Sniders, MBE, HM Counsellor (Commercial), Vienna

IN THE YEARS since the establishment of EFTA, Austria's economic progress has been remarkable.

This is not due solely to EFTA. Austria's recovery from the devastation of the war began well before the Stockholm Convention was signed. Until last year, when exceptional flood damage slowed things down, the gross national product had been rising at an average of over 5 per cent a year. Austrian standards of living have mounted, in many sectors industry has made great progress, and until recently income from tourism has more than offset the in-built deficit in the Austrian balance of trade.

But if not a prime cause of Austrian economic progress, EFTA has done more than coincide with it. Austria's traditional exports were agricultural products, raw materials, and semi-manufactures. Since the war the emphasis has increasingly been on manufactured goods, and the opening of the EFTA market for Austria's industrial products has provided an important stimulus in many sectors, particularly machinery, steel and textiles. The attainment of full industrial free trade in EFTA should take this further. Also, against the background that the bulk of Austrian exports goes to the EEC and a good deal to the eastern European countries, it has been important for Austria to have the opportunity of diversifying her export markets.

Because of EFTA preferences the increasing industrial and consumer demand which has characterized the last years in Austria has been of benefit to British business. British exports to Austria in 1965 were worth about £35 million compared with £31 million in 1964. In the first half of 1966 they were running at an annual rate of about £40 million.

The main British exports to Austria are machinery, motor vehicles, tractors and electrical equipment; textile yarns, fabrics and made-up textile goods; iron, steel and non-ferrous metals; leather and fur skins; scientific instruments; and miscellaneous manufactured articles. The present tendency is for sales of machinery, vehicles and scientific goods to grow and textiles slightly to fall.

It is under these headings that the prospects for further improvements in business are perhaps the best. But there is plenty of other opportunity for the British businessman with a product to sell.

For the first time since the war there is a single-party government in Austria and there is real prospect of progress in rationalizing the State-owned industries, i.e. the bulk of Austria's heavy industry which was nationalized after the war. Some important decisions about the expansion of capacity are now pending and it seems clear that there may be possibilities here for British engineering services and manufacturers of investment goods over a wide range.

On the consumer front, the Austrians are a people who, after grievous sufferings in the 1930's and 1940's, have now achieved a good measure of prosperity by their own efforts, are determined to maintain it, and acquire a secure way of living and the enjoyment of the good things of life. They have the means to pay for them, and are increasingly aware of the pleasures, comforts, and conveniences which overseas suppliers can offer. The import bill is mounting.

The fact that at the same time production is now rising less quickly is a cause of concern to the new government. Their answer to the problem is not to restrict imports but to encourage greater industrial productivity and exporting.

For these reasons there is likely to be a ready market in Austria for well designed consumer goods and consumer durables in the foreseeable future.

In considering such opportunities, exporters should take account of the Austrian way of life. Austrians put a premium on leisure and culture and, like ourselves value the traditional. Moreover, if he has to choose, the average Austrian will tend to spend on services, entertainment, travel, clothes, cars and out-of-door activities rather than home comforts. Austrians rate personal custom more highly than slick merchandising.

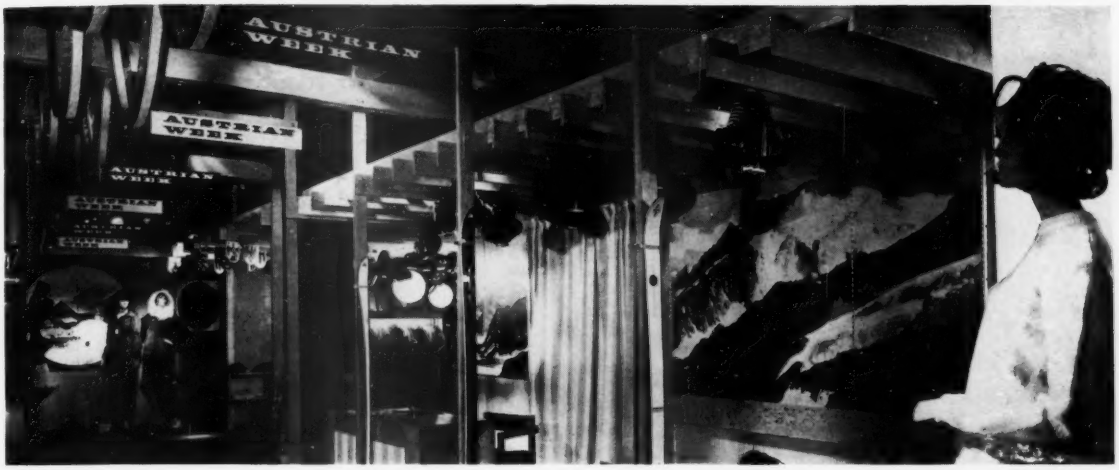
Austrian consumer spending power is about two-thirds that of the British. They pay cash and a cheque system on British lines has not developed. Hence, there is little credit creation. There is still some social stigma to HP, interest is high and terms short. Personal borrowing is difficult and expensive.

Our most important competitors, the Germans, are well aware of these factors, and they are enormously helped by being next door, speaking the same language, having common standards, and numerous personal and business links. But provided that British suppliers set about their marketing in the right way there are golden opportunities here.

There are marketing difficulties. There are no really big department stores, consumer chains are not diversified and are mostly in

(Continued on page 24)

Austrian economic facts



'Austrian Week' at a large British department store.

by Dr. K. E. Eibenschuetz, Austrian Foreign Trade Representative in Britain

WITH THE CLOSE of 1966 one of the aims of EFTA has been achieved – the final removal of duty on the importation of all finished products between EFTA member countries. It is therefore reasonable to anticipate a further considerable increase in future trade within the EFTA group.

To what extent British/Austrian trade has developed since 1958 to date, can be seen from published statistics.

In the year 1958 when the two Groups – EFTA and the Common Market – came into being as separate European trading alliances, there arose a new interest in the development of trade between those countries forming the new EFTA group despite the long established traditional trading ties with immediate neighbouring states.

The volume of Austrian exports to Great Britain increased from 1958 to 1964 by around 215 per cent, i.e. –

1958 . . .	£8,158,000	(Austrian Sch. 571,060,000)
1964 . . .	£25,737,000	(„ „ 1,801,590,000)

while during the same period British exports to Austria showed an increase of about 100 per cent.

A reduction in Austrian exports to Great Britain occurred in 1965 when the British Government imposed the temporary surcharge on all imports. As a result of this measure British imports from Austria in 1965 fell by 4.7 per cent in comparison with the previous year.

Austrian exports to Great Britain during the period January-August 1965 amounted to £15,552,112 (Austrian Sch. 1,088,647,840) compared with £19,131,561 (Austrian Sch. 1,338,209,270) in the corresponding period of 1966, representing an increase of 23 per cent.

In the following comparative months, British exports to Austria amounted to:

January-August 1965	£22,281,670 as against
January-August 1966	£26,301,733

an increase of 18 per cent.

Austrian exports to world markets in the year 1965 appear as follows:

Europe	£508 Mil. (35,582 Mil. A. Sch.)
EFTA (not including Finland)	£104 Mil. (7,295 Mil. A. Sch.)
EEC	£277 Mil. (19,412 Mil. A. Sch.)
Eastern Europe (not including Yugoslavia)	£90 Mil. (6,357 Mil. A. Sch.)
America	£39 Mil. (2,733 Mil. A. Sch.)
United States	£24 Mil. (1,739 Mil. A. Sch.)
Africa	£14 Mil. (1,036 Mil. A. Sch.)
Asia	£28 Mil. (1,976 Mil. A. Sch.)
Australia and Oceania	£3·9 Mil. (273 Mil. A. Sch.)

The distribution of Austria's foreign trade with EFTA and Common Market countries in 1965 is shown as follows:

EFTA	Exports	Imports
Denmark	£9·7 Mil. (679 Mil. A. Sch.)	£9·6 Mil. (675 Mil. A. Sch.)
Great Britain	£23 Mil. (1,616 Mil. A. Sch.)	£43 Mil. (2,987 Mil. A. Sch.)
Norway	£5·2 Mil. (367 Mil. A. Sch.)	£3·3 Mil. (231 Mil. A. Sch.)
Portugal	£2·7 Mil. (194 Mil. A. Sch.)	£2·4 Mil. (172 Mil. A. Sch.)
Sweden	£19 Mil. (1,330 Mil. A. Sch.)	£14 Mil. (957 Mil. A. Sch.)
Switzerland	£44 Mil. (3,109 Mil. A. Sch.)	£43 Mil. (3,018 Mil. A. Sch.)
Total	£104 Mil. (7,295 Mil. A. Sch.)	£115 Mil. (8,040 Mil. A. Sch.)

EEC	Exports	Imports
Federal Republic of Germany . . .	£170 Mil. (11,898 Mil. A. Sch.)	£326 Mil. (22,815 Mil. A. Sch.)
Italy	£64 Mil. (4,482 Mil. A. Sch.)	£64 Mil. (4,512 Mil. A. Sch.)
Belgium-Luxembourg	£7·5 Mil. (526 Mil. A. Sch.)	£14 Mil. (950 Mil. A. Sch.)
France	£13 Mil. (919 Mil. A. Sch.)	£33 Mil. (2,283 Mil. A. Sch.)
Netherlands	£23 Mil. (1,587 Mil. A. Sch.)	£25 Mil. (1,765 Mil. A. Sch.)
Total	£277 Mil. (19,412 Mil. A. Sch.)	£462 Mil. (32,325 Mil. A. Sch.)

Austria as a market for British goods — *continued*

Rank Xerox service vans standing outside the 'Big Wheel' at the Vienna Prater.

the foodstuffs sector, retail business is not strongly competitive and the full supermarket is still rare. Moreover, local regulations are complicated and strict. By and large more business is likely to be done through agents and importers with a travelling sales force than by direct sale to retail outlets in Austria. Moreover, a British exporter of consumer goods wishing to compete in the Austrian market for the first time would do well to make preliminary inquiries about his particular prospects through the Board of Trade or the British Embassy in Vienna.

He must of course be ready to take the necessary trouble – literature in German; prompt delivery; servicing, supplies and spare parts; visits to the market; study of local taste and requirements.

These efforts are essential. There is a natural disposition to look first to Germany as an industrial supplier. Although Austria is relatively close to Britain there is fear that because of the geographical separation trade with us may be beset with practical difficulties – a German technician or parcel of spare parts can be on the spot in a matter of hours. But, to say it again, the prospects for the good product here are good.

And not only as regards selling it to the Austrians. At present about six and a half million foreign visitors come to Austria

Austrian economic facts — *continued*

A survey over the development of Austrian Foreign Trade in the years 1961-1965 shows the following figures:

	Exports	Imports
1961	£447 Mil. (31,262 Mil. A. Sch.)	£551 Mil. (38,604 Mil. A. Sch.)
1962	£469 Mil. (32,851 Mil. A. Sch.)	£576 Mil. (40,348 Mil. A. Sch.)
1963	£493 Mil. (34,475 Mil. A. Sch.)	£622 Mil. (43,557 Mil. A. Sch.)
1964	£537 Mil. (37,601 Mil. A. Sch.)	£692 Mil. (48,433 Mil. A. Sch.)
1965	£594 Mil. (41,600 Mil. A. Sch.)	£780 Mil. (54,614 Mil. A. Sch.)

(Approx. round figures converted at 70 Austrian Schillings to the £.)

As can be seen, Austria's economic relations with other countries of the world cover a vast field. From the first moment, after having obtained her independence, Austria was fully conscious of the necessity to develop her exports and consequently 'exportare necesse est' became the motto in a great endeavour to achieve this end.

By reason of Austria's tremendous efforts to build up anew her industry and enlarge her capacity, she has been acknowledged for some considerable time now as a potential trading partner which is substantiated by the fact that she receives valuable export orders from all parts of the world and can hold her own in face of the strongest competition.

In the field of raw materials, in addition to her deposits of iron ore, coal, magnesium, salt, lead, zinc, etc., she is also the third largest crude oil producer in Europe, after Rumania and the Federal Republic of Germany.

Among others, Austria has a highly developed iron and steel industry, which applies also to paper, chemicals, textiles, machinery, heavy vehicles, electrical and leather.

At the end of the war in 1945, the country's industrial production had declined to about one-third of its pre-war level. Twelve years later, output was 2½ times as great as in 1937. While almost doubling its production, industry is now less dependent on the importation of raw materials as was the case before 1938 and is better equipped and able in every respect to build up its export capacity. This development is all the more surprising when it is remembered that after 1945 Austria's traditional markets in east and south-east Europe had been lost, leaving the country to face the strongest possible competition in gaining an enlarged foothold in western markets.

The immense reconstruction in the post war years and the high

throughout the year. This is a startling development: twice as many foreign visitors now travel to Austria as 10 years ago, and earnings from tourism reach some £150 million a year net. There are two distinct seasons: summer holidays and winter sports. This favourable spread of visitors is an important addition to the number of Austrian buyers of goods and services, and no doubt well conceived efforts at exploiting this market in, say, Salzburg or the winter sports areas could pay off.

There is also a useful network of trade fairs. There are two general fairs each year in Vienna, where every autumn for the last few years there has been a British pavilion. There are spring and autumn industrial and general fairs at Graz in Styria, an important agricultural and steel working area. There are provincial fairs with emphasis on special sectors: textiles at Dornbirn in the Vorarlberg; wood and wood-working machinery at Klagenfurt in Carinthia; agricultural equipment, seeds, livestock, and consumer durables liable to appeal to the wealthy farming communities at Wels in Upper Austria; and tourism and the equipment of the hotel industry at Innsbruck in the Tyrol. Details about any of these can be got from the Commercial Department of the British Embassy, Vienna.

There are more specialized ways of getting at the buyer. Thus, the Leicester Chamber of Commerce and the Dundee Chamber of Commerce have recently staged successful displays in Vienna from which worthwhile orders and connections with buyers resulted. There is also a British reading room which can be made available for smaller displays of particular commodities – British toys and paperback books have recently been successfully exhibited.

Since half Austria's exports go to the EEC, her industrialists and government are naturally worried about the rising tariff walls around the Six, and for some time the Austrian government has been negotiating at Brussels in an attempt to come to an arrangement which will give the Austrians the commercial and economic benefits of association with the EEC.

It is not possible to say now when the Austrian negotiations with the EEC will be concluded, nor, of course, what our own relations with the Community will be by that time. Whatever the outcome, however, it seems likely that Austria will continue to be one of our EFTA partners for some time to come. And a British exporter with a product to sell and the determination to go about it the right way can do very well now in the Austrian market, and should be able to establish for himself a firm central foothold in Europe.

capacity achieved by Austrian industry can best be seen from the following figures:

Industrial production indices (1956=100)

	1964	1965*
Chemicals	213·5	229·3
Electrical engineering	204·1	220·2
Wood-working	211·7	218·2
Paper-working	203·4	214·5
Clothing	185·7	182·6
Ceramics, stones and building materials	174·7	181·8
Leather working	168·5	174·0
Iron and steel	162·2	159·5
Iron and steel manufactures	139·4	144·2
Textiles	143·2	144·1
Non-ferrous metals	149·9	143·4
Machinery, iron and steel equipment	137·9	142·7
Paper	132·1	140·2
Food (including tobacco)	137·5	138·7
Petroleum	126·0	133·7
Foundries	112·6	114·8
Glass	120·7	112·5
Mining (including magnesite industry)	103·3	101·9
Motor vehicles	95·0	91·6
Leather	105·7	85·9

*Preliminary figures.

Crude oil and natural gas extraction

	Crude Oil		Natural Gas	
	in 1,000 t.	Change in %	in Mill. of m³	Change in %
1961	2.356	—3·8	1,556	+19·6
1962	2.394	+1·6	1,635	+ 5·1
1963	2.620	+9·4	1,699	+ 3·9
1964	2.663	+1·6	1,764	+ 3·8
1965	2.855	+7·2	1,724	— 2·3

Indirect exports must be mentioned too, as they are expressed not only in figures but also in cultural values.

The great beauty of the Austrian landscape, which in different parts of the country indicates a strongly expressed individuality, and the high culture represented in buildings, works of art and collections inherited from Austria's old history, have tremendously contributed to the development of the tourist trade which has risen to an important volume and plays no mean part in the national budget.

Tourism

	Foreign Exchange Receipts from Tourist Traffic		Overnight Stays (in 1,000)	Frontier Crossings of Foreigners (in 1,000)
	Gross	Net*		
1961	£103 Mil. (7,210 Mil. A. Sch.)	£80 Mil. (5,638 Mil. A. Sch.)	47,888	40,545
1962	£131 Mil. (9,207 Mil. A. Sch.)	£104 Mil. (7,289 Mil. A. Sch.)	54,253	49,064
1963	£157 Mil. (11,000 Mil. A. Sch.)	£116 Mil. (8,155 Mil. A. Sch.)	56,235	51,651
1964	£186 Mil. (13,074 Mil. A. Sch.)	£143 Mil. (10,014 Mil. A. Sch.)	59,498	56,433
1965	£208 Mil. (14,574 Mil. A. Sch.)	£156 Mil. (10,910 Mil. A. Sch.)	62,023	61,236

*Less expenditure of Austrians travelling abroad.

Already in pre-war days, Austrian sciences held an internationally recognized level. The old universities, medical clinics, institutes and laboratories have always been the home of studies for students from many lands. There are 11 universities of sciences and five academic colleges for the study of arts,

Some of these universities hold International Summer Courses attracting a great many foreign students. Not only do these young people from other countries study at Austrian universities and attend international courses but they also get to know the Austrian sciences, the country and the people.

The activity developed by Austria in the British market is many sided. Her participation in international exhibitions held in London show an ever increasing interest in this particular market.

Attention should also be drawn to the Austrian Promotion Week which has been held in the last week of October for some consecutive years and arranged in collaboration with some of the leading London and provincial department stores.

Last but not least mention should also be made of Austria's repeated invitations to important journalists of leading British magazines, Sunday and daily newspapers, to see for themselves Austria's cultural and economic life.

As already pointed out in the beginning, the final withdrawal of customs duty at the end of 1966 will no doubt afford still greater practical possibilities for trade expansion between EFTA partners.

In spite of various attempts in an ever changing and developing world to establish new combinations, there remains the realization of the importance of the British market, its multiple opportunities and possibilities and the awareness that Austria has not yet explored it to the full. Moreover, Austria, on her part, has already proved that she too can be an interesting partner for Great Britain be it as a supplier or a buyer.

Denmark – the market for British goods

by Gordon Booth, HM Counsellor (Commercial) Copenhagen

WONDERFUL, WONDERFUL COPENHAGEN is 100 minutes away. You could come tomorrow and see the lovely City for yourself.

Whilst your secretary is booking your ticket (BEA flights from London and Manchester) consider these facts:

1. In 1965 Denmark imported £1,000 million of goods, a large part of this being the type of goods Britain makes, and the forecast is for continuously rising imports.

2. The Danes have one of the highest standards of living in the world – their *per capita* income is higher than ours in Britain – this means they have money to spend not only on necessities but also on luxuries.

3. British firms sold £127 million worth of goods (f.o.b.) to Denmark last year, which is proof enough that there *is* a market for British goods. But if British manufacturers could raise their share from 16 per cent to 20 per cent (and why not – 22 per cent is what German manufacturers now get) our balance of payments problem would be well on the way to vanishing.

4. Denmark is a highly competitive market (which country isn't these days!); but British manufacturers have the advantage that the market is right next door and there is NO TARIFF on industrial goods.

The Danish economy

Four million seven hundred thousand people live in Denmark; 1.3 million are in Greater Copenhagen and there are no other big towns – the next largest, Aarhus, has fewer than 200,000 people. But – and this is an important fact to remember in your distribution arrangements – almost 50 per cent of the population live west of the Great Belt, i.e. in the peninsula of Jutland or the Island of Funen. 192 of every 1,000 Danes have a car; 216 of every 1,000 have a TV; and 275 of every 1,000 have a telephone. This is a rich market and one which is getting richer.

Bacon and butter used to be symbolic of Denmark. Agriculture is still very important, but industry has grown rapidly and industrial exports now exceed agricultural exports.

Two million Danes are at work and there is now no unemployment. Boom conditions of recent years brought over-heating in the economy and required the familiar Governmental corrective measures; taxation rates are high and borrowing rates very high. The economy is taking a breather at present, but there are no major clouds on the horizon and the forecast is for steady industrial expansion, generating increased imports.

TEN QUESTIONS – AND ANSWERS

1. *Can you point to any particular products which the British manufacturer can sell in the Danish market?*

The short answer is that Denmark imports virtually all the types of goods that British manufacturers produce. But here are some pointers:

Consumer goods	Capital goods
Piece-goods	Iron and steel
Ladies' ready-made clothing	Machine tools
Marmalade, jam, biscuits and confectionery	Contractors' plant
Whisky and other alcoholic beverages	Electronic equipment
Footwear	Sanitary ware
Electrical appliances	

2. *What competition shall I encounter?*

First of all, competition from Danish industry itself. Manufacturing industry has been growing steadily in Denmark in recent years; it is modern and go-ahead and many of its products already do well in the export markets. Then there is competition from all the industrial countries, and especially from West Germany which is Denmark's biggest supplier. The next main competitor is Sweden which, of course as an EFTA country, has the same advantages, as has Britain, of duty-free access to the Danish market.

3. *What about the language problem?*

There are very few Danish firms which do not transact business in English.

4. *What about channels of distribution?*

This is a key question and, of course, there can be no categoric answer. The right method of distribution must depend on the commodity concerned, the selling practices in that commodity, etc. The manufacturer's agent plays an important part in the Danish market. But there is a tendency for the bigger Danish buyers to deal direct with the manufacturer. You should examine also the pros and cons of having your own factory representative resident in Denmark and supervising distribution (or perhaps resident somewhere in the Scandinavian countries, covering the whole of Scandinavia). Considering the large volume of British exports to the Danish market, there are probably too few subsidiary selling companies established in Denmark. To establish a company here is a straightforward matter. (Information on setting up a company in Denmark can be obtained from the Board of Trade).

5. *I have an inquiry from a Danish firm – how can I find out something about them?*

If what you want is financial information about a buyer, then you should ask your own Bank, or obtain a report from a Credit Agency. If what you want is background information on a Danish firm (what they make, how big they are, what resources they command, etc.) then you can obtain a report from the Board of Trade.

6. *Are there standards, certifications, etc. to be complied with?*

There are a number of special requirements affecting particular types of products which must be met before those products can be sold in Denmark. The most important are:

Electrical equipment

Electrical goods are required to conform to the safety regulations of Danmark's Elektriske Materielkontrol (DEMKO) – The Danish Board for Approval of Electrical Equipment, Lyskaer 8, Herlev.

Gas equipment

Gas equipment and appliances, whether operated by town or bottled gas, must be approved by the Danish Board for *the Approval of Gas Equipment – Danmarks Gasmateriel* Prøvning, Sionsgade 5, Copenhagen Ø

Pharmaceutical products

Pharmaceutical specialities may not be sold unless they are approved and entered in the Danish National Health Services Register, which is administered by the Ministry of Health, Sundhedsstyrelsen, Store Kongensgade 1, Copenhagen K.

7. *Must I quote in metric terms?*

Definitely yes. The Danish buyer will not waste his time trying to convert 10 yards at 36 inches wide at £3 19s. 11d. per yard into Danish kroners per metre. Such quotations – along with terms such as '£486.0.0d. ex works, packing extra' – go straight into the waste-paper basket.

8. *Will I get paid for my goods?*

The short answer is yes. The level of commercial morality in the Danish market is high.

9. *Are there any Trade Fairs?*

There is a trade fair in virtually every type of commodity although not all trade fairs are open to foreign exhibitors. Copenhagen has three permanent exhibition centres and there are others in the leading provincial towns. The Board of Trade will send a list of recommended trade fairs on request.

10. *What are the advertising media?*

The media available in Denmark are almost the same as in Britain but the emphasis is quite different. The largest medium of advertising is at point of sale. National and local newspapers continue to dominate the remaining media. There is some advertising on public transport, and cinema advertising is on the increase. There is no television, radio or hoarding advertising. Direct mail advertising is not used on the British scale but appears to be gaining popularity.

To sum up

British manufacturers are doing well in the Danish market – selling over £130 million worth of goods is not chicken feed; it is the result of a lot of hard work by a lot of British firms. But it is also clear that more British goods can be sold in Denmark.

There is obviously no magic wand to be waved to open up the market, but the conditions are very favourable. With but a few miles of North Sea between us, with excellent telephone and telex communication, with much goodwill existing, with no tariff barrier, it should be possible for the British manufacturer to come to know the Danish market and his trading friends here as intimately as he does the local market in Britain.

A technician at the Standard Telephone and Cables factory at Paignton, Devon, processing thermal delay switches used to delay the opening and closing of relays and contractors in communications equipment for export to Denmark.

Trends in Anglo-Danish trade

by K. Repsdorph, Minister-Counsellor for Economic Affairs, Royal Danish Embassy, London

LOOKING BACK, one tends to forget that it was not without hesitation that Denmark took part in the establishment of EFTA in Stockholm seven years ago, as EFTA could only give Denmark limited advantages in the agricultural sphere and did not cover all the main markets of Denmark in Europe. In view of the special structure of our foreign trade and its unusually large volume in relation to the size of the country, Denmark had consistently advocated a broad European solution to the problem of economic integration ever since this aspect was brought up in discussions about European co-operation.

As it happened, Denmark was left with little choice. The United Kingdom had been our most important trading partner for very many years, and historically Denmark was more closely attached to the EFTA countries than to the countries of the Common Market. In that situation it seemed unrealistic not to welcome the creation of EFTA.

The course of events have both proved and disproved the Danish apprehensions. It was impossible to bring the agricultural sector within the scope of the EFTA treaty, and even if this was alleviated by several bilateral arrangements, a large part of Denmark's agricultural exports met and still meet with increasing difficulties. EFTA action in the agricultural field has not been able to offset the losses Denmark is suffering in the markets of the Six, because of the working out of the agricultural policy of the Common Market. To Denmark it is a great disappointment that agricultural products are included in the EFTA Convention only to such a limited extent. As the integration proceeds in other fields this shortcoming will inevitably become more and more apparent.

On the other hand, developments in the industrial sector seem to offer some compensation. Denmark appears to be among the EFTA members which have profited most by greater possibilities for export to the other EFTA countries. Our total industrial exports have more than doubled since 1959, but Denmark's industrial exports to the EFTA countries have almost trebled over the same period. This is no doubt due very largely to Denmark's central position, both geographically and in commercial tradition. Today Danish firms generally regard Scandinavia as a home market and plan their sales organizations accordingly, and gradually this tendency is likely to extend to all the EFTA countries.

While our manufacturing industry has so far achieved its best results on the Scandinavian markets, it views the British market with growing expectations. After the removal of the surcharge and the remaining tariffs, Danish exporters hope to consolidate and expand the positions they won in the early years of EFTA.

More than three-quarters of our exports to the United Kingdom fall within the agricultural sector, and one commodity, bacon, accounts for close on half the total exports. The possible rate of increase in the exports of Danish bacon and butter is limited, as these products are covered by arrangements introduced by the British Government after negotiations with major suppliers in order to stabilize the market.

TRENDS IN ANGLO-DANISH TRADE
— *continued*

In recent years, Danish agricultural exports to the United Kingdom have increased by a few per cent per year. The Danish Agricultural Producers Information Service carry out a comprehensive sales promotion in the United Kingdom, and they should receive an important part of the credit for the maintenance and strengthening of the position of Danish agricultural products on the British Market in spite of increasing competition from other countries. It may perhaps be possible in the coming years to make Danish agricultural products even more popular with British housewives.

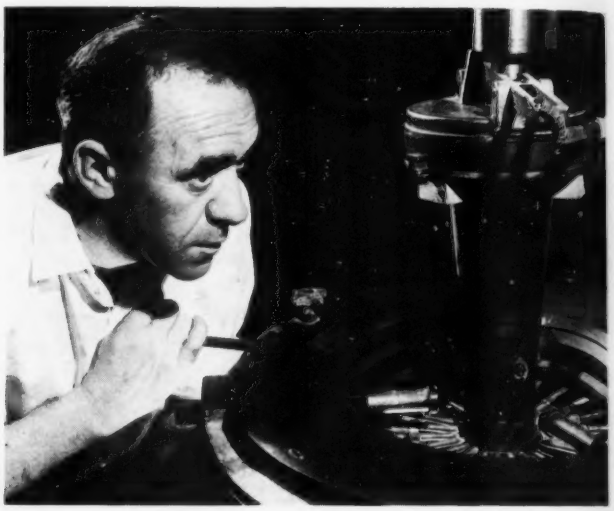
The streamlined Danish bacon pig – a best seller in Britain – has been developed to suit the market by systematic selective breeding since the 1890s.

It is often forgotten that in the past we have, in fact, supplied more in quantity per annum of agricultural products than we do today. As examples of this, Danish bacon supplies averaged 307,000 tons a year immediately before 1932 compared with about 300,000 tons today, and in the thirties Danish butter supplies were over 120,000 tons a year compared with under 100,000 tons today. The export of eggs to the United Kingdom, valued at about £14 million in 1954 had fallen to some £400,000 in 1965.

The results hitherto achieved for our industrial exports to the United Kingdom are not quite satisfactory. Each British citizen buys on average per annum about 11 shillings worth of Danish industrial products, whereas the similar average figure for EFTA as a whole is nearly 40 shillings per capita.

Behind the statistics

Our industrial exports to the United Kingdom are very diversified even if machinery, textiles, clothing and furniture seem to be most in demand. Behind the statistics a pattern is recognizable on many other of our export markets, viz. growing sale of specialized and individualized goods characterized by, for instance, good workmanship and high-quality finish. The image of quality, which for many years has been associated with Danish agricultural products,



Flame cutting the rim of a glass jug with oxy-hydrogen burners at Caithness Glass Co., Wick. The gases were supplied by British Oxygen Ltd., and the cutting equipment by Dania Skomaskiner A/S of Copenhagen.

is now also associated – for good reasons we think – with our industrial products.

It is not possible, within the limits of this article, to enumerate all the fields where we hope for a considerable increase of our industrial exports. Many Danish consumer goods are in favour with the British public. Danish furniture, glass, silver, stainless steel, light fittings, porcelain and ceramics are very much in demand and will, we hope, with the increasing standard of living be still more widely used. The Danish lager beer shares its popularity with the world famous cherry brandies of Denmark, and Danish cigars have also found many admirers here in recent years.

The most spectacular export results have been achieved in the engineering field where the export of specialized machinery, electric as well as non-electric, has increased by between 200 per cent and 300 per cent from 1959 to 1965.

It is felt in Denmark that the increasing international division of labour is likely to result in simple industrial goods being made in developing countries, while the older industrial countries will supply highly sophisticated technical products of the descriptions which now account for more and more of Denmark's exports.

The Danish business world views the future opportunities on the United Kingdom market with optimism. Danish goods will no doubt find increasing demand in an expanding industrial society like that of the United Kingdom. Similarly, British products, which traditionally enjoy such great goodwill among the Danes, will be able to strengthen their position on the Danish market where imported and domestic goods can now compete on equal terms.

Finland – a growing market for British goods

by Dr. J. McKenzie, MBE, HM Counsellor (Commercial) Helsinki

SINCE 1961, when Finland joined EFTA as an associate member, we have been looking for an EFTA 'breakthrough' in Finland's foreign trade. Nothing so dramatic has occurred, but there has been a fairly steady trend in EFTA's favour. In 1961 EFTA and the EEC each had a 35 per cent share of Finnish imports; now EFTA has 40 per cent and the EEC 30 per cent, figures which speak for themselves.

Britain's own performance has not matched up to this. She has retained a 15 per cent share of a market that has expanded under EFTA from £410 million to £585 million, but seemed unable to wrest a larger proportion. In 1965 British exports to Finland amounted to £72 million f.o.b. or £90 million c.i.f. This compares unfavourably with the achievement of Western Germany, who supplied £110 million of goods (c.i.f.) or 19 per cent of all Finnish imports. The other two major suppliers, Sweden and the Soviet Union, each had about 14 per cent of the market.

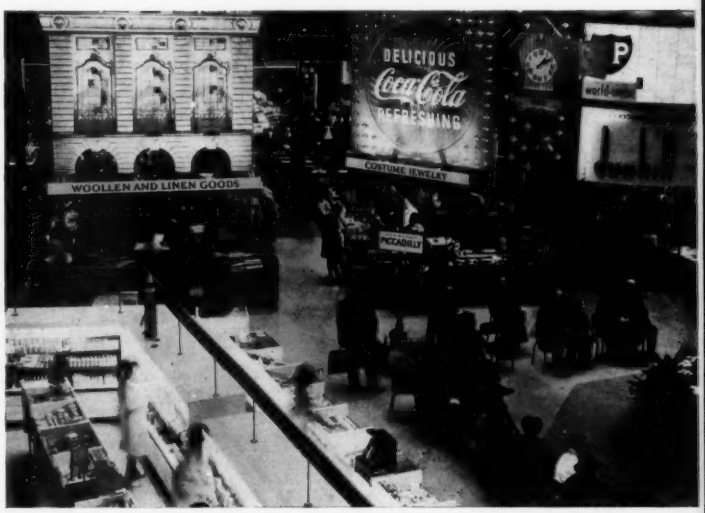
It is heartening to note, however, that in 1966 when the Finnish Government's efforts to contain the growth of imports began to take effect, the underlying strength of the British position was revealed. In the first seven months, while the overall value of imports dropped slightly, those from Britain continued to increase.

No country has shown a greater attachment to EFTA and a greater determination to make the experiment succeed than has Finland. Her decision to join was a courageous one, raising great problems for industries with limited resources and accustomed to protection and small home markets. Admittedly Finland will be slightly behind the full members of EFTA in reaching free trade, but by the end of 1966 tariffs for the EFTA countries will have been reduced by 90 per cent except for the 'delayed' items listed in Annex I to the FINEFTA Agreement which will have been reduced to 30 per cent. At the end of 1967 the tariffs will go, except for those delayed items which will come down to 20 per cent and disappear at the end of 1969. The global quotas which the agreement commits Finland to remove at the end of 1967 will have been reduced to about 10 groups by the end of 1966.

Many Finns consider that the British exporter was slow to realize the potentialities of the Finnish market under EFTA: old complaints of insufficient visits, lack of attention to special requirements and delayed deliveries continued to be heard. There were, of course, many exceptions. For example, the British motor industry cultivated the market vigorously, and, in spite of steep internal taxation and no EFTA preference on cars, has achieved a considerable success in the Finnish market. In 1965 the products of the British motor industry as a whole exported to Finland were valued at £23.3 million, of which cars accounted for £6 million, commercial vehicles £4 million, and tractors £7 million. Britain has 80 per cent of the Finnish tractor market. The oil companies have fought hard to keep their share of the Soviet-dominated oil market, for which the FINEFTA Agreement gave them the right to compete, and they have succeeded so well that on the basis of existing contracts their sales of crude oil will be doubled in 1967 and trebled in 1969. These examples could be multiplied, but it is the smaller firms producing consumer goods and industrial components who are spearheading the improvement in sales to Finland and who stand to benefit most from the removal of tariffs and quotas.

Well-timed, therefore, was a 10-day British promotion in the middle of September 1966, arranged by the largest Finnish departmental store, Stockmann, at both its Helsinki and Tampere branches. The main slogan was: 'Buy from those who buy from you', an appropriate one since Britain is Finland's best customer and the trade balance is consistently in Finland's favour. An excellent selection of British merchandise was admirably presented in well-designed settings, which made the utmost use of the material and services of the Store Promotions Directorate of the Board of Trade and of the Central Office of Information, and was supported by a vigorous advertising campaign in which many British firms participated. The promotion attracted great interest, as many as 50,000 people passing through the Helsinki store on one day on which a count was made. The store's decision to spend over £200,000 on extra purchases from Britain for the promotion – which they managed without any special licences – should be well rewarded when quotas disappear.

Trade Missions, both specialized and general, are also finding their way in increasing numbers from Britain to Finland and are proving very effective. All so far have found unexploited openings and all have been struck by the warm welcome they have received.



This imaginative reconstruction of Piccadilly Circus took place recently at the Stockmann store promotion in Helsinki.

Carpet Trades Ltd., E. Illingworth & Co. (Bradford) Ltd., and John Crossley & Sons Ltd., in conjunction with Roberts Smoothedge, recently staged an exhibition in Helsinki sponsored by the largest carpet specialist wholesaler and contractor, Oy Wuorio of Helsinki during last September.

Finland—a growing market—*continued*

To quote the leader of a delegation from the Leicester and County Chamber of Commerce: 'Never have I encountered such consideration and friendliness as that shown by the people with whom we have hoped to do business.'

One opportunity to present British goods competitively which has been neglected is that afforded by the Helsinki International Trade Fairs, held every second year. All Britain's main rivals show their wares in prestige displays in the Hall of Nations, whereas Britain's reputation has depended on a few individual firms and on British goods – mostly components – on Finnish stands. A chance to rectify this will occur at the international marine exhibition (Navigare '67) to be held in September, and, of course, at the next International Trade Fair in Helsinki in September 1968.

The industrial side offers equally great opportunities for British exports, for Finland faces the necessity of changing to a considerable extent its industrial structure, a problem brought nearer by EFTA competition but which would inevitably have arisen even if Finland had not joined EFTA – and then there would have been no compensatory EFTA export market for Finland. The output of the forestry industries, which provides over two-thirds of Finland's exports, can no longer be increased appreciably for lack of raw materials (although in some sectors processing can be carried further). Other industries, therefore, must be expanded or developed, and obviously these must be export industries, both to be big enough to survive EFTA competition and because of the need to balance external trade.

The metal and engineering industry – already contributing 17.5 per cent of exports – is expected to take the lead in this expansion. In this sector a British firm secured in 1964 a £5 million contract for the construction of a steel rolling mill, and it is keeping meticulously to schedule. The chemical industry is being expanded by the establishment of ammonia and urea plants. The capacity of the oil refineries is to be doubled. There are also proposals, supported by the Minister of Trade and Industry, to establish a petrochemical industry with a view to the large-scale production of the forestry industries, which provides over two-thirds of Fin- of plastics raw materials. The construction of a nuclear power plant is expected to start in 1967. There are schemes for the electrification of the railways and for the construction of a metro system for Helsinki. The possibility of assembling or manufacturing passenger cars in Finland is under construction. Credit terms will be a most important factor in foreign participation in all these projects.

EFTA-created export opportunities in Finland will, however, be of little value if the Finnish economy falters under the strain of the competition to which membership of EFTA exposes it. In 1965 there was a record overall trade deficit of £77 million, and the foreign exchange reserves were seriously depleted. The run-down of the reserves continued in 1966, chiefly because of the difficulties of borrowing abroad. But the Finnish Government – like the British – are determined to get the economy back into balance and have declared their intention of achieving this, if at all possible, by means other than devaluation or import restrictions. Stringent control of credit combined with export incentives appear to be succeeding, for by the middle of 1966 imports were running slightly below the 1965 level, whereas exports showed a 3 per cent increase. The increased taxes announced in the 1967 budget should also restrict demand and help to keep the import bill within manageable proportions.

There can no longer be any excuse for not cultivating the Finnish market. The Finns are a sophisticated forward-looking nation, devoted to EFTA and sympathetic to Britain, who are rapidly catching up with their Scandinavian neighbours. There is a daily air service with three hours' flying time, and good freight services, both by direct shipping lines and by means of haulage services using the many new North Sea and Baltic ferries. Finnish standards in quality and design are high, and the competition – from the rest of EFTA, from the EEC and from the Soviet Union as well as, in many cases, from domestic production – is fierce. But these should be regarded as incentives, not deterrents.

The prospects of Finni

IN COMPARISON with most Western European countries Finland is relatively more dependent upon her foreign trade. Just under 30 per cent of the goods and services produced in Finland are exported, and about one-third of the goods used at home are made abroad. It has been estimated that the maintenance of full employment throughout this decade requires an increase of 50 per cent in Finland's total national production. This can only be achieved if the import of raw materials, capital goods and consumer products is increased. The rise in imports should be nearly as great as the expansion of home production. Since only a small part of these imports can be financed by foreign loans, the increase in export earnings must roughly cover the need for foreign exchange to pay for the imports. How this can be achieved, and how Finnish goods can be kept competitive in the international market, are basic problems of current economic policy. The economic growth of Finland can only be assured if exports are rapidly expanded.

The native raw material resources of Finland lack diversity. And the home market, with a population of 4.5 million, is inevitably limited and makes it difficult to develop articles suitable for competitive large-scale production. These two factors have influenced the present composition of Finnish exports in general and more specifically to Britain.

Ever since Finland became fully independent, Britain, apart from a few exceptional years, has been her most important trade partner. Especially in exports the British market has been of capital importance. The range of Finnish export goods, however – due to the above-mentioned special factors – has, up to now, been fairly limited. The vast majority of Finnish exports to Britain have been composed of 'traditional' goods – products of the woodworking and paper industries in different forms and agricultural products. But as a result of persistent efforts, this picture has lately begun to show significant signs of change.

I should like to emphasize, however, that in spite of the recent diversification of Finnish exports to Britain their essential part still consists – and will consist for quite some time to come – of 'traditional' products. During recent years Britain has been taking about 40 per cent of our total exports of softwood and plywood, nearly 30 per cent of our wood pulp and some 14 per cent of our paper and cardboard. Butter has been our most important export product in the agricultural sector, and it has almost exclusively been sold to the British market. Finland considers the maintenance and, when possible, the expansion of these 'traditional' exports to Britain of utmost importance; our industries will continuously strive to improve their competitiveness in these products both in quality and price.

The predominance of a few products in our exports has meant a certain dependence on cyclical fluctuations outside our own control. This has caused Finland to study very closely all ways and means of broadening the basis of her exports. The expansion of the capacity of our wood industries, which have now practically exhausted the quantitative possibilities imposed by national raw material resources, has pushed development in the same direction; it is generally recognized that exports of products of the forest industry can be raised in the future only by increasing the share of the relatively highly processed goods, such as paper and paper products.

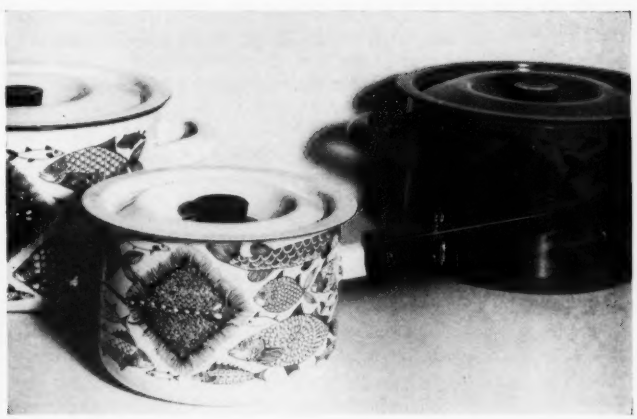
A period of rapid industrial growth in Finland and a considerable rise in the general standard of living have led to the emergence of specialized industries, which have succeeded in creating many articles suitable for export to the quality-conscious markets of Britain and other countries of Western Europe. All these products have been characterized by high quality and an imaginative design which has considerably differed from established ideas, or they have represented individual technical solutions and high-grade craftsmanship. I am thinking, for instance, of the greatly increased exports of Finnish consumer goods to Britain:

Exports to Britain - *by Erkki Pajari, First Secretary (Economic) Finnish Embassy*

ceramics, glassware and textiles. There has also been a marked rise in the exports of products of the metal industries, although certain large Finnish specialities such as papermaking machines and special ships, which have been delivered to other competitive Western markets, have not found a place in our trade with Britain so far.

Although the exports of new Finnish products to the British market still form an almost negligible percentage of the grand total, their development during the past few years has, nevertheless, been encouraging. This holds significant promises for the future. And in estimating the results achieved up to now, it has to be borne in mind that Finnish exporters – other than manufacturers of 'traditional' products – have fairly late begun to take an active interest in the possibilities offered by the British market compared with our main competitors. But there are numerous examples that this interest is rapidly widening; personal visits for market research have become part of everyday routine, the number of Finnish businessmen permanently living in Britain has multiplied within a short time, and Finnish firms have, more often than ever before, been taking part in various trade exhibitions organized in London and elsewhere in the United Kingdom. All this points to the fact that Finnish exporters have realized the importance of developing and diversifying exports in order to maintain and expand our position on the British market.

In this respect the abolition of the tariff barriers within EFTA from the beginning of the year – and of the so-called temporary charge on imports a short time earlier – are events of the greatest importance for the future prospects of Finnish exports to Britain.



Many Finnish products are gaining popularity in Britain. Pictures on this page show (left): the interior of a sauna bath at Grimsby swimming pool; above (left): a range of Finnish cutlery designed by B. Gardberg; (right): 'Multi-bond' saddle trees (around which the rest of the saddle is built) constructed by the Walsall Riding Saddle Co. Ltd., from Finnish birch plywood components, laminated with Beetle adhesives; immediately above is a range of Neptun casseroles, produced by Oy Wartsila Ab., Helsinki.

The Norwegian market for British goods

by P. J. E. Male, MC, until recently
HM Councellor (Commercial), Oslo

Silo supplied to a Norwegian customer by Crittall Manufacturing Co. Ltd.

On October 10, 1217, at the Palace of Lambeth, King Henry III signed a Treaty of Friendship and Commerce with King Haakon IV of Norway. Trade between the two countries still continues to flow smoothly, if however with the difference that the carriage of goods and people between Britain and Norway has ceased to be the Norwegian monopoly it was in the Viking days. The statistics for the volume of trade in 1217 are lacking; but in 1966 Britain was Norway's largest trading partner and 3.8 million Norwegians bought goods from Britain worth more than £100 million. In 1959, the year before EFTA, Norwegian imports from Britain were worth £60 million. On the evidence of past and present there is every prospect that this trade will continue to grow steadily in the future.

Norway is a rapidly advancing and sophisticated industrialized community. G.D.P. per head in 1965 was the equivalent of £742. The G.D.P. is increasing at a rate substantially higher than that of Europe as a whole: in 1965 by 5.9 per cent in real terms, and is estimated to rise by 4.5 per cent in 1966. Unemployment is negligible. Real incomes are rising faster than the cost of living. The Norwegian Merchant Marine of some 15½ million G.R.T. is modern, efficient and expanding.

For the British exporter the Norwegian market should have many attractions. To start with there is no problem of availability of sterling. Thanks to the earnings of the Norwegian Merchant Marine Norway runs a substantially favourable balance on invisible trade with Britain. Second, commercial habits and outlook of Norwegians are closely comparable with British. Third, English can be taken to be the prime language in Norway for foreign trade and commerce. Fourth, transport services linking the two countries are exceptionally good. Fifth, no quota or licensing restrictions apply to industrial goods from Britain. Norway, like Britain, requires to cover a substantial part of its total need for goods by imports. British exporters supply about 15 per cent of imports.

True, there are some special trading factors which British suppliers need to take into account. The size of Norway (its mainland area is nearly half as large again as Great Britain and Northern Ireland), coupled with its comparatively sparse population other than in the South and in some coastal areas in the West, make coverage difficult and expensive. Rates of commission payable to agents able to offer reasonably extensive coverage have necessarily to be higher than in more compact and densely populated markets. An attractive price presentation is essential since competition comes from suppliers throughout the world. A desirable method of marketing is through a subsidiary company; but company registration sometimes presents problems. Credit is tight, which makes stockholding of slow-moving goods at his own cost expensive or very difficult for an importer or distributor. There are quota and licensing provisions applicable to a wide range of agricultural, dairy, horticultural and manufactured food products, as well as control standards applicable for example to domestic electrical goods and some types of footwear.

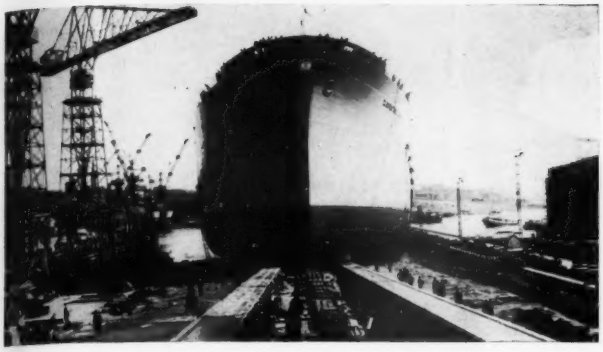
An important marketing fact to bear in mind, whether as a supplier to Norwegian industry or in competition with it, is the size and shape of Norwegian industry itself. Norwegian statistics identify 20,300 industrial concerns. Of these 14,700 employ fewer than 10 persons, 4,900 between 10 and 100; 570 between 100 and 500; and there are 73 who employ more than 500. One conclusion to be drawn from this is that a smaller British manufacturing unit may often find Norway to be an attractive market. This is both because the amount that the market can absorb can represent a valuable occupation of floor space in the smaller unit in Britain; and that thus changes in production runs to suit Norwegian and other Scandinavian requirements may prove economic and possible.

Identification of product areas deserving a new hard look by British exporters might seem at first sight, given the long and close links that British firms have had with Norway, to be of doubtful value. However, a glance at the box printed on page 33 which shows some of the higher duty classifications in the Norwegian basic tariff may indicate items where more advantage can be taken of EFTA preference. From January 1, 1967 there will be no duty leviable on EFTA origin goods in the majority of these classifications and by January 1, 1970 they will all enter Norway duty free.

In the spring of 1966 a major British export promotion, known as Britain 66, was mounted in Oslo. Apart from the immediate and longer term business obtained by participants in the Trade Fair and associated fortnight, Britain 66 has created in Norway a renewed awareness of our trading links and of British interest in the market. This should by all means be followed up.

At a Trade Conference held during Britain 66 the buying manager of a large Norwegian industrial concern and the managing director of a leading forwarding agency gave some good advice to British exporters based on their experience in working with British suppliers. Here, in note form, are some of the points they made:

1. Frequent *visiting* of customers by technically qualified travellers is essential. Visits at times when no orders are in prospect help to main the good will of important customers.
2. *Inquiries* must be answered promptly and in the engineering field technical specifications fully explained.
3. For volume orders quantity discounts and for guaranteed repeat orders a lower basic *price* will help to secure business.
4. *Bids* should take account of freight differences for competitive material from the Continent.
5. *Delivery must be assured* and penalty clauses on capital goods' deliveries accepted. If conditions outside the supplier's control threaten a contracted delivery the supplier must both minimise delay at his own expense and, equally essentially, inform the buyer at an early stage.
6. *Freight opportunities* by surface transport exist between Norwegian ports and London, Newcastle, Hull, Grimsby, Grangemouth, Newport, Bristol and Liverpool, with a service usually better than weekly. A ferry service for trailers and containers serves Drammen from Harwich. British Railways are connected with the Norwegian Railways via the Continent. Small airfreight consignments can be accepted on passenger aircraft for Oslo, Stavanger and Bergen; heavier airfreight is routed via Copenhagen, whence there is a daily cargo plane to Oslo. The parcel post service, with a weight limit of 10 kilos, should be used for smaller consignments.
7. *For customs clearance* in Norway the documents required are the original Bill of Lading (or Consignment Note), and Invoice



The 90,000-ton supertanker 'Clementine Churchill', built for Norwegian shipowner Mr. Hilmar Reksten by Swan Hunter and Wigham Richardson.

in duplicate. At least one invoice should accompany the first original Bill of Lading in the ship's bag. Invoices should be mailed as soon as goods leave the works. Bills of Lading should be mailed direct to Norway by forwarding agent or the shipping company. If these procedures are not followed it can easily happen that the goods arrive in Norway before the documentation needed for their clearance, which is frustrating and expensive for the customer. The same basic procedures, and the need to handle the paper work speedily, are equally applicable and essential if shipping c.a.d., and by airfreight.

8. *Invoices* must always (and sometimes do not) contain, in addition to normal content, the marks, numbers, size and type of packing, and preferably also the name of steamer or line; and either estimated shipping date or the date the goods will leave the works. (Use of the JLCD Master and the system described in 'Simpler Export Documents' issued by the Board of Trade is recommendable).
9. *An EFTA declaration* need not be typed individually on each invoice; a form with the declaration over-printed or a stamp containing the declaration suffices.
10. There are Norwegian *customs offices* in all main towns and goods can be sent under bond from any arrival point for clearance there. This may save time. The value for customs purposes remain the value at the port of arrival.

Some higher duty items in the Norwegian basic tariff

Items	Tariff range
Hydrocarbons and certain alcohols, esters, aldehydes, acids and compounds, etc.	30%
Soaps and detergents	20%–30%
Pyrotechnical goods	18%
Plastic raw materials and plastic goods in general	30%
Synthetic and certain rubber goods	10%–30%
Leather	kr. 1·20 to kr. 9 per kg.
Leather goods	12%–30%
Prepared furskins and goods thereof	kr. 16 to kr. 300 each
Woven fabrics of man-made fibres	25%
Woven fabrics, wool	20%
Woven fabrics, cotton	16%–25%
Carpets	14%–25%
Cotton wool, and goods thereof	12%–25%
Felts	12%–25%
Belting, transmission, of textile materials	10%–20%
Gloves, textile	kr. 5 to kr. 25 per kg.
Hosiery	17%–25%
Shirts	17%–25%
Outerwear	17%–30%
Lingerie and corsetry	25%–30%
Other textile goods	15%–30%
Tarpaulins, sails, tents, etc.	16%–30%
Footwear	kr. 4·50 to kr. 60 per pair
Hats and millinery	15%–28%
Household crockery and sanitary ware of ceramics	22½%
Hand tools, agricultural	20%
Hand tools, other	10%–20%
Burners, domestic and industrial	20%
Domestic electrical appliances	10%–20%
Machinery and implements	10%–20%
Electrical equipment, industrial and household	10%–20%
Transmitting and receiving apparatus, including radio, radar and television	7%–25%
Rolling stock	20%–24%
Pleasure craft	30%
Instruments	17½%–20%
Musical instruments and parts	5%–40%
Weapons	8%–20%
Toys	15%–30%

Norway's export trade

by J. S. Skutle, Commercial Counsellor, Royal Norwegian Embassy, London

IT IS ENCOURAGING and promising that it has proved possible to eliminate the barriers of trade in industrial products between the member countries of the European Free Trade Association three years ahead of the date which was envisaged when the Convention was negotiated seven years ago. At this juncture it is also encouraging to note that few, if any, serious difficulties have been experienced in Norway as a result of the gradual dismantling of trade barriers during the transitional period. This may be taken to indicate that a fair and sound balance was already struck when the Free Trade Convention establishing EFTA was born. Furthermore, this fact is important because the experience gained under EFTA constitutes an essential part of the background for further market integration in Europe.

The establishment of a free trade regime is in itself merely an initial step. Within the framework of this regime it will be up to the individual exporter to take advantage of new opportunities which open up. This must necessarily take time, and the full benefit will only accrue gradually and in the long run. Norwegian industrial firms vary greatly as to their previous export experience. On the one hand there are firms which have long experience in exporting. These firms mostly export raw materials or semi-manufactured goods with a low degree of manufacture, and in general these products have in the past met only few and low trade barriers in the countries which are now Norway's partners in EFTA. To these firms the introduction of free trade has, therefore, a relatively limited significance. On the other hand there are firms who up till now have mostly been concerned with the domestic market. These firms now meet intensified competition, but they have also had new markets opened up to them if they can grasp the opportunities. These firms have often to gain experience in selling in foreign markets.

The pattern of protection shows some fairly common features in most countries – in general protection increases in step with the degree of manufacture. The Norwegian export trade towards the world at large as well as towards the United Kingdom had adapted itself to such a protective pattern, and a fairly clear distinction existed in Norway between the export industries and the home market industries. An important milestone is now passed from the point of view of Norway, when manufacturers who have previously been confined within the comparatively narrow limits of a four-million market now find themselves in a 100-million home market. What is happening is that industries which were traditionally regarded as home-market industries are now increasingly entering the export markets – in many cases with considerable success. One of the multitude of problems which new exporters have had to face has been how to organize their sales efforts. While the old and established exporters are as a rule of a fair size and have old and established sales contacts, many of the new firms taking up export are relatively small and have little or no experience as exporters.

Part of the explanation of the fierce reaction from the EFTA-partners, when the import surcharge was imposed in 1964, is, no doubt, to be sought in the fact that not only were old and established exporters hurt, but new exporters who had confidence in

Promoting Norwegian cheeses in a British store.

the Free Trade Convention and were struggling to establish themselves on the market of the United Kingdom were crippled in their efforts. It can, therefore, now be noted with satisfaction that the import surcharge will be removed before free trade in industrial products is established from the beginning of 1967.

The development of Norwegian exports to the United Kingdom clearly depicts the various stop-go measures which have been such a prominent feature of the post-war economic policy of this country. The United Kingdom is still Norway's largest single market, taking some 20 per cent of her commodity export. In 'stop periods' the United Kingdom's share has been giving way while in 'go periods' ground has been gained. The result has been that the share of Norway's exports going to the United Kingdom over the last decade has on an average developed more or less in step with Norway's total commodity exports. In comparison there has been a clear and substantial increase in the share of Norway's exports going to the other Scandinavian countries with a clear lead to Sweden with her ability to absorb Norwegian export products. If the trends over the past few years are maintained, the day is not far distant when the United Kingdom will have been relegated by Sweden to a market of a second order for the Norwegian export trade.

During the post-war period Norway's economy has gone through a process of industrialization and diversification. Production of entirely new products has been developed and the manufacture of conventional and traditional commodities has been increased. Many commodities which were previously imported have been showing up on the export side of the Norwegian trade returns. This also in general holds good for Norway's exports to the United Kingdom. Dismantling of trade barriers and duty-free access to extended markets have contributed towards acceleration industrialization and diversification of production in Norway, but it should be emphasized that at most it has amplified a process which was already on its way up.

Foreign trade has always been important to Norway's economy – the reason for this being both the nature of Norway's natural resources, a small domestic market and recognition of the importance of specialization and division of labour. The utilization of the natural resources is in many fields now coming close to the potential capacity in Norway, and for future economic growth the manufacturing industries will become increasingly important.

Efforts will have to be made to sell the increased production. All buyers who are on the look-out for supplies of high quality, well-designed commodities of any kind, would be well advised to look for a Norwegian producer who can service their needs. The range of Norwegian products is rapidly increasing, and the Norwegian Export Council, 20 Pall Mall, London, S.W.1, maintain a quick and effective reference service for all commercial inquiries.

Portugal as a mark[et]

by M. Gale, CBE,
HM Counsellor (Commercial), Lisbon

FOR THE LAST TWO YEARS the Press in the United Kingdom has extolled the beauties of Portugal, the excellent climate and the facilities which the country offers to foreign tourists. They are certainly right in this connection, as I can think of few places more delightful and more unspoiled in which to take a holiday than the eastern portion of the Algarve.

In the United Kingdom it seems, therefore, that the Portuguese image is confined to port and other wines, cork, excellent tinned sardines and sun-drenched holiday resorts. I hope, therefore, in the course of this short article, to demonstrate that Portugal is a market which should not be overlooked by British businessmen. Firstly it should be remembered that Continental Portugal covers some 30,309 square miles and is, therefore, slightly more than twice the size of Denmark. Secondly, the country is starting a period of economic expansion which will repay the close attention of United Kingdom manufacturers of industrial equipment and capital goods.

According to the 1960 census the population of Portugal was nine million, of which 3.4 million, or 37.9 per cent, were active workers in one sense or another, distributed as follows:

Primary sector – agriculture, forestry and fishing – 45 per cent;
Secondary sector – mining, manufacturing and building – 28 per cent;
Tertiary sector – transport, commerce and services – 27 per cent.

During recent years the expansion of the economy has been reflected in the gross national product which is now increasing at an average rate of 6 per cent per annum. In 1965 it was running at the equivalent of £1,379.4 million, of which the primary sector accounted for 19.9 per cent, the secondary sector for 47.7 per cent,

A consignment of Aveling-Barford motor graders exported to Portugal. The ancient Tower of Belem is in the background. On opposite page (left): a GEC traction sub-station for Portugal. (Right): Compahia Portuguesa de Trefilaria of Lisbon, a company specializing in the production of high-quality mild steel wire, use Wellmann Incandescent Furnace Co. Ltd. equipment. Photo shows part of an annealing and galvanizing installation which modernized their existing plant.

for British goods

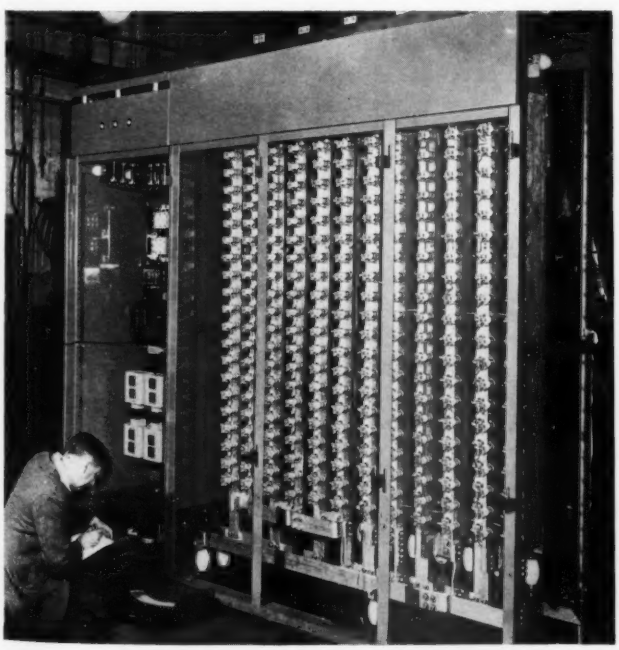
and the tertiary sector for 32.4 per cent. Agriculture, still the largest employer, absorbs 43 per cent of the active population, but contributes only some 20 per cent to the GNP.

The pattern of Portuguese agriculture is, however, changing, as during recent years there has been an exodus of male workers from the rural areas towards France, the Netherlands, Germany and elsewhere, with the result that, in some districts, there is a shortage of manpower on the farms. This trend must inevitably bring in its train a demand for greater mechanization in the form of tractors and other equipment if Portugal is to supply a reasonable portion of her own agricultural requirements, and also succeed in making her way in export markets with her citrus fruits, vegetables, figs, almonds and grapes. Recent declarations by the Minister of Economy, Dr. José Gonçalo da Cunha Sottomayor Correia de Oliveira, regarding the steps to be taken to modernize agriculture, should open the door to sales of agricultural machinery and also refrigeration equipment for cold storage. At the same time rising wages in both the agricultural and industrial sectors have resulted in an increasing demand for meat and dairy products, with the result that efforts are being made to improve both the quality and numbers of Portuguese livestock in order to reduce the imports of both meat and butter. British participation in the Santarém Agricultural Fair this year was the United Kingdom's first concerted effort to supply Portugal, through the United Kingdom Breed Societies, with livestock most suited to local conditions. The prospects, therefore, for British agricultural machinery and livestock should be of interest to both British manufacturers and breeders.

Industrialization in Portugal is advancing at a steady pace. With the exception of certain high-quality or specialized products, Portugal is either already self-sufficient, or is almost self-sufficient, in respect of:

cotton and woollen textiles,
reinforcing bars and other steel products,
foundry products,
sanitary earthenware,
most oil refinery products,
electric wire and cable,
fertilizers,
hardware and hollow-ware,
china,
glass and earthenware,
cast iron baths,
plumbing fitments,
fabricated plastics,
car and lorry tyres, and
accumulators for motor vehicles.

In addition Portuguese industry is producing certain types of machine tools, boilers, conveyors, hand-saws, some textile and agricultural machinery, sewing machines, certain sizes of electric motors, water and electric meters, cranes, pumps, files and other hand tools, bicycles and motor-cycles, typewriters, basic chemicals and pharmaceuticals. There are also thriving shoe, leather goods and furniture industries. This does not mean, though, that it is impossible to sell any of these manufactured products in Portugal, as there are always types of machine tools, agricultural machinery and other industrial equipment which are not manufactured locally and for which there is a demand, although, in the case of pharma-



ceuticals, furniture and bicycles, the chances for the imported product are somewhat limited.

As time goes on, new industries will be planned and will offer excellent openings to British manufacturers of plant and machinery. Considerably more effort will, however, be required than hitherto if we are to obtain a greater share of the market for mechanical and industrial equipment as, under the import heading 'Machines and Mechanical Appliances, Electrical Equipment and Parts Thereof', the United Kingdom obtained a share of only 16.9 per cent in 1964, compared with the 29.7 per cent which went to West Germany, 11.7 per cent to Italy, and 9.5 per cent to France. Clearly there is room for improvement in this direction. The flight of labour from the rural districts has also been duplicated in the industrial sector, with the result that industries will require an increasing degree of automation. This is a field in which United Kingdom manufacturers could well seek to supply Portugal's requirements. Our share of the market for chemicals, pharmaceuticals, dyes, tanning compound and disinfectants was 16.9 per cent in 1964, compared with Western Germany, which obtained 27.2 per cent. Our next competitors, under this heading and in order of importance, were Switzerland, with 11.2 per cent, and the United States, with 9.1 per cent. Here again there is room for expansion.

One field in particular which might repay a serious study by British manufacturers, relates to the growing shipbuilding industry in Portugal, where main and auxiliary diesel engines, winches, electronic equipment, refrigerating plant and other marine accessories should find a market. In the case of industrial equipment, and, in fact, the sale of most capital plant, including supplies to the shipbuilding industry, the closing of a contract depends, more often than not, on early delivery. Of equal importance are the credit terms which can be offered by the British exporter, who will frequently be called upon to match the more aggressive and flexible attitude towards such business adopted by our European competitors.

In suggesting that British manufacturers should pay close attention to the market for industrial equipment in Portugal, it is not intended that the market for consumer goods should be neglected. The rising standard of living will, undoubtedly, result in an increasing demand for imported products, including those of luxury nature. For instance, most cars in Portugal are assembled from CKD packs, supplemented by a growing percentage of local content. The registration of passenger cars, which stood at 25,563 in 1964, and rose to 43,207 in 1965, is an interesting reflection on the state of the economy and the growing purchasing power of the public.

To take advantage of the openings which may be available in Portugal a manufacturer should, as a first step, approach either the Export Services Branch of the Board of Trade or address a letter to the Commercial Department of the British Embassy, Lisbon, enclosing full details of the product, six illustrated folders and an equal number of price lists, both f.o.b. a United Kingdom port and c.i.f. Lisbon.

The initial survey which will then be made by the Commercial Department should provide the manufacturer with an idea of the possible acceptance of his product in Portugal. Should it be found that there is likely to be a reasonable demand, and potential agents or distributors have expressed some interest, then an export manager or director of the firm should visit Portugal in order to reach an agreement with one of the firms concerned. The Commercial Department of the Embassy is always pleased to assist British business visitors to find the answers to unsolved problems prior to the nomination of a local representative.

Lisbon is only two and a half hours' flight from London, so it is easy for the director, export sales manager or the technical manager of a firm to pay regular calls on his agents and also on his most important customers. Such visits will amply repay the time and the money involved as they create goodwill and also confidence in the product. One of the essential ingredients for success in the Portuguese market is this personal contact, the value of which cannot be overstressed. This aspect of export promotion is fully appreciated by some of our Continental competitors, who, by dint of constant visits and active selling, make headway in the Portuguese market at our expense.

The Escudo is considered to be one of the most stable currencies in the world, and Portuguese reserves, which are standing at the equivalent of £354 million, are now equal to 13 months of imports at the 1965 rate, an astonishing figure for a nation with a population of nine million. With this as background the economic expansion which has started and the opportunities which it will afford should make Portugal a desirable market for many British firms.

The dam of Castelo do Bode on the River Zezere, inaugurated in 1951, produces 380 million kWh of energy annually and has a height of 380 feet. This dam was the first important hydro-electric scheme to be built in Portugal.

Increased trade between Portugal and UK

by Jorge Antas de Campose, Portuguese Ministry of Economy

In 1964 the *Board of Trade Journal* published a supplement, 'Trading with EFTA', in which the evolution of Portugal's foreign trade during the past few years was considered from an objective point of view. We think it opportune now to consider trade with Great Britain, reviewing the recent development in the trade relations between the two countries.

Before this, however, it seemed to us useful to give a general picture of Portuguese foreign trade, for which purpose two graphs are attached, giving, in millions of escudos, the principal lines of trade with Metropolitan Portugal, with the details that appeared to us the most explicit. It should be noted that the two graphs are only concerned with Metropolitan Portugal (Continental Portugal, the Azores and Madeira) and that all trade in the Portuguese economic area – that is to say, trade with the Overseas Provinces – is included under the general heading of imports and exports.

Here we consider it useful to emphasize that the debit in the Portuguese trade balance is offset, and even exceeded, by the balance in invisibles, of which the chief sources of revenue are furnished by the tourist industry, which is clearly developing in a promising way, and by the funds sent to their families by Portuguese emigrants.

In Table I, in millions of escudos, are the details of Portuguese exports and imports to and from the EFTA countries.

Table I. Portuguese trade with EFTA[a]

Imports from	000.000 Escudos				
	1961	1962	1963	1964	1965
Austria	132	120	162	201	215
Denmark	154	257	171	284	94
Finland	38	24	41	64	81
Norway	87	125	174	144	205
Sweden	449	479	423	461	654
Switzerland	557	598	664	795	921
Great Britain	2,907	2,500	2,588	3,007	3,448
Totals	4,324	4,103	4,223	4,956	5,618

Approx. 80 esc. = £1.

Exports to					
	1961	1962	1963	1964	1965
Austria	64	84	85	147	182
Denmark	207	226	259	316	364
Finland	29	55	60	83	94
Norway	96	103	107	134	148
Sweden	249	292	350	526	556
Switzerland	151	171	208	274	298
Great Britain	1,263	1,277	1,627	2,340	2,922
Totals	2,059	2,208	2,696	3,820	4,546

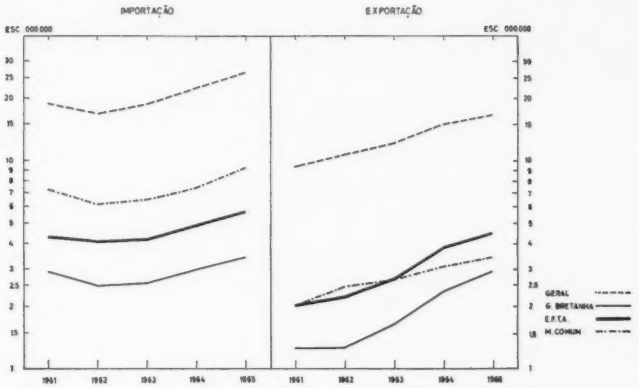
From the information given in this Table it is possible to conclude:

(a) That during this five-year period the imports made by Portugal from the countries given above increased by 29.9 per cent, while our exports to these countries rose by 120.7 per cent.

(b) That among the EFTA countries the British market is by far the most important. In fact, in the five-year period under review, exports to the United Kingdom always absorbed more than 60 per cent of the total of sales of Portuguese products to the participating area, the British market in that period taking between 12 per cent and 17.6 per cent of the total of Portuguese export.

It should also be noted that, in maintaining the increase in the value of our exports to the United Kingdom, a more balanced situation in Anglo-Portuguese trade is being achieved, which is, besides, reflected in the considerable decrease of the deficit in our trade balance, which is diminishing surely and regularly. In fact, this deficit, which was 1,644m. Esc. in 1961, was reduced by a constant decrease to 526m. Esc. in 1965. It must also be emphasized

(a) All statistical information referred to in this article was published by the National Institute of Statistics.



that this reduction of more than one million contos is not a result of a fall in imports but of the increase in the value of exports.

With regard to exports from the United Kingdom to Portugal, in Table II are indicated, for the five-year period under review, apart from their total values, the amounts of the most representative groups of products. The figures are given in millions of escudos.

Table II. Imports from Great Britain

	000.000 Esc.					
	1961	1962	1963	1964	1965	
Total imports	2,907	2,500	2, 588	3,007	3,448	+18.6%
Mineral products	153	146	214	236	147	
Industrial chemical products	247	250	247	288	316	+27.9%
Plastic materials	121	133	154	191	220	+81.8%
Textiles	266	306	379	422	426	+60 %
Common metals and respective products	331	358	356	374	510	+54 %
Machines: Electrical apparatus and material	615	611	502	678	718	+16.7%
Transport material	933	468	504	527	829	

Approx. 80 esc. = £1.

With regard to the total figures it will be seen that, after a period of relative constancy, in which there was even a slight drop, there was a considerable increase in the past two years. With regard to 1961 the total amount of the products imported by Portugal from Great Britain show an increase of 18.6 per cent.

As for the groups of products, first place is taken by the progress of the group of plastic materials which, from a figure of 121m. Esc. in 1961, gradually and steadily rose to 220m. Esc., an increase of 81.8 per cent in the five-year period; this is followed by textiles, which show an increase of 60 per cent; by the group of common metals and their respective products (54); and by industrial chemical products (27.9 per cent).

With regard to the group which, in figures, has the most valuable share – transport material – and the chief component of which has been motor-cars, there is a marked drop from 1961 (933m. Esc.) to 1962 (468m. Esc.). We think, however, that the two years should be considered jointly and that a large part of the figure imported in 1961 was absorbed by the market in 1962. This explanation once accepted, the figure in 1965 considerably exceeds the average for those two years. And if we bear in mind the recent acquisition made in England of a series of diesel-electric locomotives, a transaction not included here since it is not covered by the period under review but which is later referred to, wide perspectives are opened up for the immediate future in this sector.

Regarding exports from Portugal to the United Kingdom, the following is the position for the period in question:

Increased trade between Portugal and UK – *continued*

Exports to Great Britain

	1961	1962	1963	1964	1965	
	000.000 Esc.					
Total	1,263	1,277	1,627	2,340	2,922	+131.4 %
Food industry products	275	318	347	429	530	+92.7%
Chemical industry products	83	91	104	90	100	+20.4%
Wood and cork	352	350	356	425	452	+28.4%
Raw materials for paper	144	133	164	230	265	+84 %
Textile materials and respective products	215	178	409	344	294	+36.7%
Pearls, gems and similar products	—	—	1	525	933	

Approx. 80 esc. = £1.

Without any doubt the outstanding heading is that of 'Pearls, gems and similar products', which includes the export of non-industrial diamonds, products of the stone-cutting industry recently set up in the country. The success of this industry, which in three years has succeeded in rising from nothing to the enviable position of becoming, in value, the chief export to the United Kingdom, and this with a comfortable margin of 76 per cent over the second chief export, which is the group of food products, seems indeed remarkable to us.(b)

Food products also show a very notable progress, having in the five-year period shown an increase in value of 92.7 per cent.

This group deserves a little more attention since it not only includes products with the greatest tradition in Anglo-Portuguese trade – wine and canned fish – but also a new product – tomato concentrate – which, by the excellent reception it has had in the British market, is responsible for the notable increase under this heading. This product, made in factories using the most modern techniques, rose from 46m. Esc. in 1962 to 226m. Esc. in 1965.

With regard to wine, reference must be made to port wine. For 25 years, with 25m. gallons, Great Britain took 50 per cent of all exported port wine. Today the English market does not consume more than 2m. gallons. Heavy customs duties and also changes in consumer habits are responsible for so great a reduction.

The progress shown in the meantime in the value of wines exported to Great Britain (+ 28 per cent in the five-year period) is due, above all, to the increase in table wines which, owing to their magnificent qualities, have been seen to stimulate the interest of the British consumer.

With regard to canned fish this is a product which, due to its high quality, has succeeded in maintaining, and even increasing, its position with the British consumer.

Another considerable rise is shown under the heading 'Raw material for the manufacture of paper' (84 per cent), which includes raw and white pastes, products of the recently set-up cellulose industry, which has, in the United Kingdom, one of its best customers – if not the best.

Special reference must also be made to textiles and cotton thread (+36.7 per cent), which are made in Portugal in an excellent group of modern factories.

'Wood and cork' chiefly includes cork, of which Portugal supplies 50 per cent of the world production and possesses a well-equipped specialized industry, having in the British market a safe and regular customer.

Although they are not included in the Table above, the following are worthy of special mention:

Products manufactured by the ceramics and glass industries have also found an expanding market in the United Kingdom.

In the field of articles requiring a high degree of specialization in manufacture, reference must also be made to the production and export of electronic components used in the manufacture of telecommunications equipment.

These notes would not be complete without a brief mention being made here of the progress in industrialization in Portugal, showing the most notable events in the fields of development wor and of industrial production.

Thus, with regard to electrical energy, the respective productio has developed in the past 10 years as follows:

1956	1957	1958	1959	1960	1961	1962	1963	1964	1965 (c)
Million kWh									
1984.3	1995.6	2472.1	2794.7	3050.2	3397.3	3605.2	4032.0	4449.3	4282.9

Directly linked with the gradual increase in the production of electrical energy is the progressive electrification of the nationa railways, the country's main line – that of Lisbon/Oporto – being already in operation.

Still in the field of railways, reference must be made here to the purchase from British industry of 50 diesel-electric locomotives, 10 of which have been imported already completed, and 40 to be made under licence in Portugal. Delivery should start in Novembe of this year and be completed in December of next.

Mention must also be made of the forthcoming entry into service (envisaged for August of next year) of the new naval dockyard in Lisbon of the firm Lisnave.

These dockyards, which are for the construction of naval ship and also for the repair of ships of large tonnage, namely, super-tankers, has in its first phase, to be inaugurated at that time, two of the largest dry docks in the world: one of 266 x 42 x 11 metres, for ships of up to 100,000 tons d.w., and the other of 350 x 54 x 11 metres, for ships of up to 300,000 tons d.w. For the second phase there is envisaged the construction of another dock with a capacity for ships of up to 500,000 tons d.w. The weight of the sluices are respectively, 350 and 500 tons. Time for emptying: 2½ hours and half an hour. Rate of pumping: 71.000 m^3/h.

Installation of another wood pulp factory, which will be the largest in Europe, is in preparation in Portugal.

A large factory is being installed for the production of man-made fibres of the terylene type, made by a Portuguese firm in conjunction with ICI.

(b) The export of uncut diamonds was made directly from Angola to the buyer market before the stone-cutting industry was set up in Metropolitan Portugal.

(c) A year in which the prolonged drought affected the production of hydro-electr energy to a very considerable degree.

The West Embankment of Dock No. 12 at Lisnave.

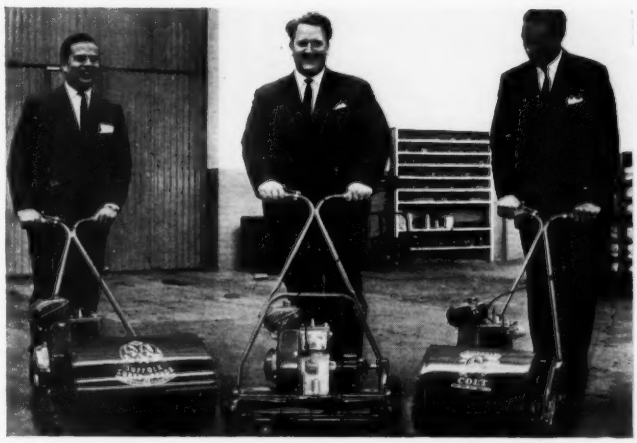
Sweden – one of Britain's biggest markets

by I. C. Mackenzie, CBE, until recently HM Counsellor (Commercial), Stockholm

SWEDEN CONTINUES to be our most important market within the European Free Trade Association. Since 1959, the year before the Association was formed, our exports to her have increased at a faster rate than to any other major country with the result that she has now risen from being our eighth best market in the world to fifth place at the end of October 1966. Although Sweden's population is less than 8 million she buys from us more than the whole of Latin America; the Soviet Bloc; or India, Pakistan and China together. By contrast with our trade to those countries, our exports to her continue to be untrammelled by exchange or import restrictions and are readily financed by British bankers. Virtually all her businessmen read and speak English. She is close by: Stockholm is little more than two hours flight from London, and communications across the North Sea have been vastly improved by the recently inaugurated roll-on/roll-off shipping services between the two countries.

Since the inception of EFTA Sweden's total imports have risen by 80 per cent, amounting in 1965 (the latest full year) to the equivalent of £1,560 million. Over the same period our exports to Sweden have virtually doubled in value, amounting in 1965 to £226 million f.o.b. In spite of the increasing EFTA tariff preferences, our share of Sweden's total imports only rose from about 14 to 15 per cent during the 1959 to 1965 period. On the face of it this increase is disappointing, especially when one considers that our share had already risen to 15 per cent in 1963 and that, between them, our EFTA partners have simultaneously increased their share from 11.5 per cent in 1959 to 22 per cent in 1965.

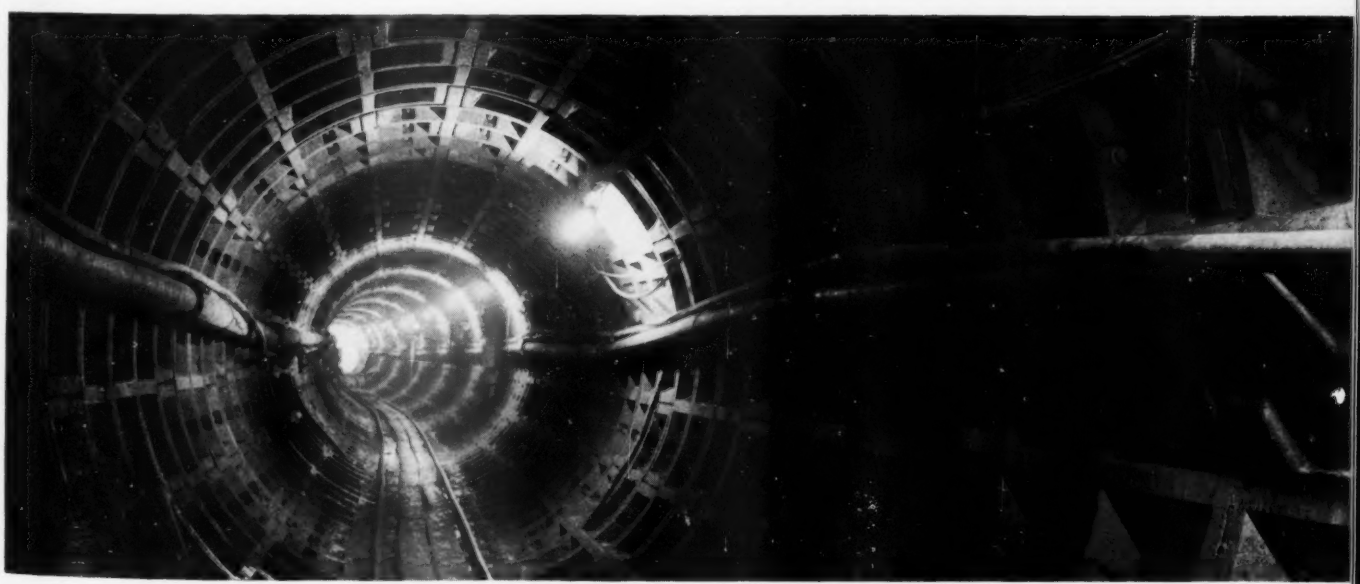
It is perhaps only to be expected that in a country, such as



Right, above: Yale 304A tractor shovel which has been ordered by the Swedish authorities for hydro-electric construction work.

Right, centre: Qualcast Ltd., who export 60,000 lawnmowers to the European Free Trade area, were visited recently by three Swedish customers to see how mowers are made.

A 1,400 ft. section of a 7-mile-long tunnel which forms part of the new water treatment project for the City of Gothenburg, Sweden. Kinnear Moodie and Co. Ltd., a member of the Mitchell Construction Kinnear Moodie Group Ltd., are supplying the soft ground tunnelling technical know-how, and the hand shield.



Sweden, where tariffs are low, mark-ups high and the duty element in the final price consequently small, that the effect of duty reductions should be limited or slow. Swedish manufacturers should not find the draught of competition from EFTA imports much colder and to the ultimate Swedish consumer the prices of EFTA imports have not become noticeably lower, if at all. Importers' costs have been rising and the duty reductions have tended to be passed on in the form of stable rather than lower prices. The duty reductions, must, however, be influencing the importer's choice of foreign imports and his choice is no doubt being imposed on retailers and ultimate consumers, but the process is slow.

Many of Sweden's imports of raw materials, semi-manufactures and components are re-exported in the form of finished manufactures and have hitherto benefited from drawback. Now that under the revised EFTA regulations drawback will no longer apply to imports of these goods from non-EFTA sources if re-exported to EFTA destinations, more of these goods may be bought from Britain and be reflected in the import statistics in due course.

The following table gives Sweden's principal imports for the years 1961 and 1965.

STATISTICS OF PRINCIPAL SWEDISH IMPORT GROUPS
(Total c.i.f. values in £ million)

S.I.T.C. Groups	1961		1965	
	Total imports	UK share	Total imports	UK share
		%		%
Non-electrical machinery and apparatus	123·4	21·5	192·9	20·2
Transport equipment	86·3	19·0	166·7	19·2
Petroleum products	120·5	15·0	147·9	18·4
Electrical machinery and apparatus	69·3	12·8	105·5	13·6
Textile yarns, fabrics, etc.	64·6	14·8	94·3	18·5
Iron and steel	67·8	16·8	88·2	14·0
Non-ferrous metals	43·0	13·7	72·1	14·8
Miscellaneous manufactures	24·5	10·7	47·1	12·0
Clothing	22·7	10·6	41·7	11·0
Chemical elements and compounds	28·5	12·7	38·4	13·1
Scientific, photographic instruments and equipment	24·1	11·2	38·1	14·3
Metal manufactures	23·3	17·0	33·8	18.0
Plastics raw materials	15·4	19·4	26·8	20·0
Non-metallic mineral manufactures	16·1	19·7	26·7	16·1
Coal and coke	20·5	15·5	20·5	12·2
Rubber manufactures	9·6	25·5	16·4	23·4
Medicines and pharmaceuticals	7·1	12·7	13·0	15·1
Paper and paperboard	5·6	18·3	12·2	13·4
Footwear	7·0	2·8	11·7	6·3
Dyes and paints	6·5	16·4	10·2	18·1
Fertilizers	7·1	0·1	9·4	1·8
Leather and manufactures	5·2	27·2	8·8	24·0
Essential oils, perfumes and cosmetics	3·8	32·2	6·6	35·8
Furniture	2·3	6·6	6·6	4·5
Travel goods and handbags	1·5	4·9	2·6	6·2

It is interesting to note that in the textile group, where Sweden's import duties are highest (but never exceed 20 per cent), our share has registered the biggest rise. Within this group our knitted fabrics and carpets have scored the most spectacular successes, and both are now selling at the rate of over £1 million worth a year. On the other hand, our share of knitting yarn, where import duties average less than 10 per cent, has fallen from 28 per cent to 18 per cent.

In the two large machinery groups where duties average 10 per cent or less and where local industry and West German competition are very strong, we have not done so well, our share of the non-electrical group actually falling between 1961 and 1965. Viewed from Britain, our performance in Sweden may appear satisfactory: our machinery exports to Sweden between 1961 and 1965 have risen by 23 per cent, but only by 14 per cent to the world as a whole. But, viewed from Sweden, our engineering capacity at home does not seem to be keeping pace with the rapid expansion of her requirements, and as a result our deliveries have in many cases been too slow or unpunctual. Confidence in our ability to deliver on time has been undermined by our factory and dock strikes, over-publicized perhaps both in Britain and in Sweden where in industry strikes seldom occur.

Our exports of electrical machinery and apparatus to Sweden since 1961 have gone up by 65 per cent, while to the world as a whole they have gone up by only 28 per cent. Nevertheless, our share at 14 per cent of Sweden's total imports remains low by comparison with West Germany's at 38 per cent. Competition from local industry remains very strong, especially in the domestic appliance field. EFTA tariffs on most of these appliances are only 10 per cent, but on radio and television receivers they are 17 per cent. Our share of the television receiver market is only around 5 per cent. Sweden's EFTA neighbours have been making more progress in this field than we have.

Until last year Sweden's transport equipment import group had been increasing more rapidly than any other, principally because of large passenger car imports. Our exports to Sweden within this group in 1966 were enhanced by the delivery of the Atlantic liner MV 'Kungsholm'. Between 1961 and 1965 the value of our car exports to Sweden rose by nearly £8 million, but our share of the total value of car imports decreased from nearly 18 per cent to 15.5 per cent, while in 1965, in spite of the progressive EFTA reductions of the normal 15 per cent import duty, West German cars still accounted for 67 per cent of the market. The local motor vehicle industry is strong and is expanding its total production, exports and share of the local market. It buys from us many of its components, but complains of our deliveries. In 1967 our export statistics should benefit by the sale of 250 buses to the Stockholm municipality.

Space does not permit individual comment on Sweden's numerous other import items. It is nevertheless pertinent to observe that since 1961 imports of consumer goods, including the textile group commented on above, have been increasing faster in general than other import items. In 1965 they represented about a sixth of Sweden's total imports and were worth altogether £300 million. Britain's share of these goods has risen from 11 per cent to 13 per cent – a more rapid increase than in our exports to Sweden as a whole. Within this consumer goods range, apart from textiles, we are making reasonable progress in footwear, photographic materials, pharmaceuticals, and in the small group of prepared foodstuffs, but in spite of relatively high EFTA tariff preferences our share of clothing imports since 1961 has risen only slightly.

Future prospects of the Swedish market

Since 1959, and indeed during most of the post-war period, Sweden has enjoyed greater prosperity and faster economic growth than almost any other industrialized country. Between 1959 and 1966 her total imports, as already stated, have doubled. Yet, thanks to an equally fast increase in visible and invisible exports, she has avoided any serious balance of payments difficulties, and, in fact, her foreign exchange reserves have risen.

Will this prosperity continue? Sweden's own economic experts, whose forecasts have generally proved conservative in the past, believe it will, always provided there is no general world recession. On the basis of calculations drawn up by these experts, private consumption is expected to rise most under the headings of travel, housing and housing equipment, and medical care; only moderately under clothing and recreation, and least under food (including beverages and tobacco). Between 1965 and 1970 the value of industrial investment at constant 1964 prices is expected to go up from £350 million to £500 million, exports by not less than 37 per cent and imports by nearly 30 per cent.

If, according to these estimates, the annual value of Sweden's total imports rises by 1970 to about £2,000 million (at 1965 prices), then on the basis of a 15 per cent share of the market, our annual exports to Sweden should reach about £300 million (c.i.f.). But if, as a result of the full EFTA tariff preferences after the beginning of this year, our share rises to, say, 16 per cent, then its value should rise to £320 million or more. If our total exports rise to £300 million (c.i.f.) per annum and our individual exports within the principal groups rise proportionately, then the increased values of our principal exports would be of the following order:

Import group	1965 values of imports from the UK	1970 values of imports from the UK on the basis of 15% of the market
	(in £ million)	
Non-electrical machinery	39	51
Electrical machinery	14	19
Transport equipment	32	42
Textiles	17	23
Clothes and footwear	5	7
Iron and steel	12	16
Non-ferrous metals	11	14
Miscellaneous manufactures	6	7
Metal manufactures	6	8

Mathematical projections are notoriously prone to error, but

The first of 36 bays of pilot generation equipment for the Swedish Royal Board of Telecommunications is shown here being set up for test in a temperature-controlled cabinet at a Newport (Mon.) plant of Standard Telephones and Cables Ltd.

those given above may serve as a rough guide to the increase in that section of our manufacturing capacity devoted to exporting to Sweden which our industry should install between now and 1970 if it is to meet the rising demands of the Swedish market. Swedes are usually ready to buy our goods, if prices and quality are equal, but they will not put up with repeated delays in deliveries. Their shipyards and industrial assembly lines seem to be organized on the basis of much more carefully co-ordinated supplies than is the case in most other countries, including our own. In accordance with modern practice stocks are kept at a minimum – sometimes dangerously so. A few weeks' delay of even a small order of vital components going into a tanker worth millions of pounds (which now takes less than three months to build) can thus cause enormous financial loss to both shipbuilder and owner. Swedes have no doubt been let down by other suppliers as well as ourselves, but this does not get away from the fact that if they thought they could rely on our deliveries they would buy more from us. As suggested above, our delivery delays seem to be due to the fact that our manufacturing capacity has not kept pace with the expansion of Sweden's import requirements in the past. If we are to take full advantage of the EFTA tariff reductions, it is essential that it should do so in the future.

Sweden's exports to the United Kingdom

by Arne Fältheim, Counsellor for Economic and Financial Affairs, Royal Swedish Embassy

THE UNITED KINGDOM occupies a very prominent position in Sweden's foreign trade. The magnitude of British-Swedish trade is impressive: in 1965 the total turnover was about £435 million. British exports to Sweden increased that year by 11 per cent and reached a total value of £220 million – which means that British exports to 7.5 million Swedes were twice as great as British exports to nearly 500 million inhabitants of India. British exports to 20 million Scandinavians reached a value slightly above British exports to 180 million Americans.

Sweden's exports to the United Kingdom – after expanding rapidly in the early 'sixties – were less successful in 1965 and increased by only 3 per cent (to £214 million). In 1966 the result seems even more disappointing. The reasons are as regrettable as they are easy to find: first the import surcharge, then the different doses of deflation.

It should be noted, however, that the share of the United Kingdom in Sweden's total exports has declined considerably during the last decade. In 1952-54 the United Kingdom share was 18 per cent or higher than that of Sweden's three Scandinavian neighbours together. Since then the growth of Swedish trade with these three countries has been by far the most striking feature of Swedish foreign trade, and today the share of the United Kingdom is only half that of Sweden's Scandinavian neighbours.

Nor are the prospects of Swedish exports to the United Kingdom particularly bright for the years ahead. But if the demand of British consumers and enterprises is destined to grow very slowly, if at all, in the near future, that does not necessarily mean that Swedish exports will have to follow the same pace. During earlier 'stop' periods, Swedish exports of semi-manufactures, engineering products and other finished products have been able to improve their position on the British market.

Sweden's exports to the United Kingdom have long been dominated by the traditional staple commodities based on Sweden's natural timber and iron-ore resources. And they still represent the major part. It is a remarkable feature that these commodities have maintained their position so well. There have been changes in relative importance within the main groups, and new products have appeared while old ones have vanished, but overall proportions have remained the same. Iron ore and iron and steel products account for practically the same proportion of Swedish exports to the United Kingdom – about 15 per cent – as 50 years ago; the main change has been that ore has replaced iron as the dominant product in its particular group. Forest products still represent about half of Swedish exports to the United Kingdom – as they did half a century ago; within this group pulp has gained ground, mainly at the expense of timber. Thus these two staple groups together account for about 65 per cent of Sweden's exports to the United Kingdom (as against 45 per cent of Sweden's world exports).

The development of Sweden's exports to the United Kingdom also shows the same trends as Sweden's exports as a whole as regards the relative importance of the main groups: raw materials are falling while semi-manufactured and finished products are rising.

Engineering products and certain other manufactures have shown the greatest expansion in recent years, and this trend is much stronger in Swedish exports to the United Kingdom than in Sweden's exports to all countries. Machinery now accounts for over two-thirds of Swedish engineering products sold in the United Kingdom (excluding ships). This heading covers machine tools, ball-

Container handling depot, Gothenburg.

bearings, pneumatic rock-drills and other kinds of equipment for industry; domestic appliances such as refrigerators, vacuum cleaners and sewing machines. Ships are another important item under 'engineering'; exports fluctuate strongly, however, from year to year. Car exports have made enormous progress in recent years. Office equipment and office machines – including adding and calculating machines and cash registers – are other rapidly progressing items.

Consumer goods cover typical Swedish-design products: furniture, household and decorative glass, and ready-made clothing. Products for the building industry – wallboard as well as heating, plumbing and lighting fittings – have also shown promising development. Swedish exports to the United Kingdom of chemicals expanded sharply up to 1965 when there was a setback. Exports of foodstuffs have progressed in a very satisfactory way.

Against the background of present British economic problems it is certainly not an easy task to try to evaluate Swedish export prospects on the British market up till, say, 1970. But some conclusions arrived at by the National Swedish Institute of Economic Research do offer some guide-lines.

The proportions of raw materials and semi-manufactures, which in general have shown a stagnating or declining trend in the first part of the 1960's, will probably continue to do so. Hence an expansion of Swedish exports to the United Kingdom would presumably be based mainly on an increased share of finished products. The progress of many such products has been impressive during the 1960's, and the long-term prognosis indicates that this trend is likely to continue.

It is considered that consumer goods in the engineering sector will have better chances of increasing than the investment products. The latter, however, have done quite well up till now. Stagnation in British production would certainly make exports much more difficult, but Swedish engineering products have been able not only to maintain, but also to increase, their share of British imports during earlier 'stop' periods, and this was even the case during 1965. It is also well known that the United Kingdom has for years sustained a relatively low rate of economic growth. Investments must be increased, states the National Plan. The decisions to introduce an entirely new system of investment incentives and to create the Industrial Reorganization Corporation ought to present interesting prospects to Swedish exporters.

Exports of consumer goods from the engineering sector should normally have good opportunities of expansion although British credit restrictions and other economic squeeze measures put on a heavy brake at present.

Bahco two-burner camping stove, with a wide range of appliances for LP gas.

Sweden's share of United Kingdom imports of foodstuffs is at the moment still small but growing, and this trend will probably continue. Export prospects for chemicals also seem good. The same is true for metals (for instance, quality steels of different kinds). Swedish exports of textiles and ready-made clothing will probably also continue to expand.

Even if estimates of the future of Swedish exports to the United Kingdom suggest many reasons for serious concern, there is also grounds for some optimism. An almost revolutionary change is taking place in sea transport between the two countries. New shipping lines have been started from Gothenburg to Hull and to Immingham, and at the same time the port facilities in the three towns have been very much improved. These changes will affect the techniques of trade. Swedish exporters will, for instance, be able to sell more directly to British customers by sending containers, loaded with goods, straight from the factory in Sweden to the consumer somewhere in the United Kingdom. This system will provide a door-to-door service which will open new prospects in trade between the two countries.

The Swiss market

by H. B. C. Keeble, CMG, HM Councellor (Commercial), Berne

WITH THE FINAL ABOLITION of protective tariffs on industrial goods traded between Britain and Switzerland, the two countries can, in many respects, be regarded as one market. What is this Swiss market which for the British manufacturer is now part of the home market?

Its characteristics can be summed up by the following figures: population six million, national income £4,000 million, imports £1,300 million.

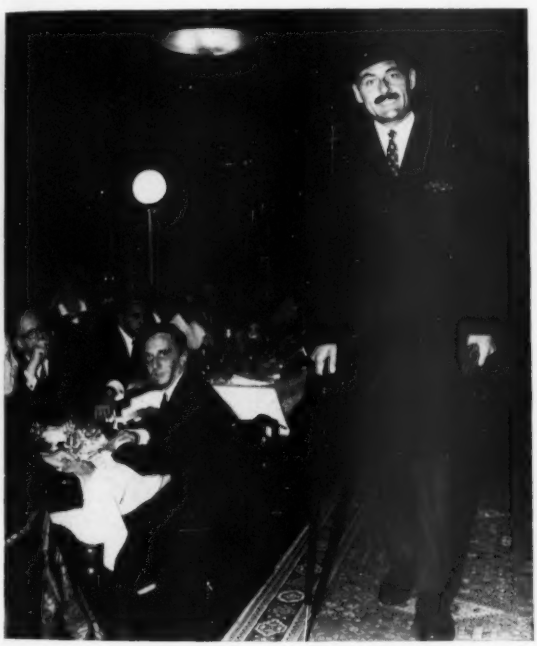
Here is the essence of the Swiss market – small in numbers, wealthy and working to capacity. It cannot produce all it needs; it can afford to insist upon top quality and it can afford a lot of imports. The net result is imports per head almost two and a half times as high as those of Britain.

For a firm in the South of England, the Swiss market is in some respects not unlike the Scottish market. The population is a shade larger than that of Scotland, though the country is itself only half Scotland's size. The main city, Zurich, is about as far from London as is Inverness. It is about the size of Edinburgh, and the air journey of one and a half hours from Heathrow to Zurich is about the same as that from Heathrow to Turnhouse. A mountain people, the Swiss have many of the characteristics of the Scots. And, above all, Switzerland, like Scotland, is a market with tastes of its own and requirements of its own. Meet them and you will sell here. Ignore them and you will waste your time and your money.

How worthwhile then is this Swiss market? Look at it like this. The Swiss are right in the centre of Europe. Their whole industrial and commercial structure is geared to importing and exporting. Their imports from Britain are not running very far behind those of the whole of Latin America. Yet Britain is supplying less than 8 per cent of Switzerland's total imports. The Germans sell here to the tune of about £400 million a year – nearly as much as we sell in the United States. Most of these Swiss purchases from Germany are things which can equally well be made in Britain – cars, clothes, chemicals, machine tools, textiles – in fact, virtually the whole range of modern industrial production. British exports to Switzerland have certainly done well. Over the past six years they have doubled from £50 million to £100 million. Our share of the market, too, is gradually increasing, and now, with a clear tariff advantage to help offset our higher freight costs, there is no reason why we should not do better still in the future.

If we are to do better in the Swiss market it will be through a widely-spread effort in every branch of industry. The main characteristic of Swiss production is the excellence which is achieved in those fields in which Swiss industry specializes. But even in a large country there are gaps in national production, and in a country the size of Switzerland this is bound to be the case. Because of the comparatively narrow base of Swiss industry, the Swiss consumer and the Swiss industrial buyer turn naturally to foreign suppliers for a wide range of goods. But when turning to a foreign supplier the Swiss will expect him to meet their own requirements. This is a buyer's market. The Swiss will not buy second-best because they have no need to. They can afford the best. They are prepared to pay for it. All the salesmen of Europe are on their doorstep, and one of these can certainly offer it.

This means that there is one absolute rule for selling in this market. It is, literally and figuratively, meet the Swiss on their own ground. Take the 9.10 flight from London Airport and you are in Zurich at 11.35. The Embassy will make your appointments in advance for you. You can find out – perhaps in the course of a single afternoon – whether your product matches up to Swiss requirements, and you can catch the 5.25 Tride home, arriving in London Airport at 5.50. There is simply no substitute for this personal visit. We in the Embassy can tell you the basic facts about the market. We can show your catalogues and samples to Swiss agents and buyers and obtain their comments. But only the manufacturer himself can really size up the strength of the competition, the peculiarities of the market for his own product and



Above: British men's clothes being modelled at the Fein-Kaller store in Zurich. The promotion was organized throughout all branches of the store in connection with the British Menswear Guild.

Right: 'Mandala', a Design of the Year award-winning carpet, laid at the Neumarkt clubroom in St. Gallen, Switzerland.

the steps which he will have to take to sell here. Only he can decide on the appointment of an agent – and an appointment made without a personal visit is unlikely to prove satisfactory.

Publicity in Switzerland is necessary and expensive if a good volume of sales is to be achieved. For many exporters, therefore, a personal visit can often usefully be followed up by a showing at one of the specialized trade fairs at Zurich, Geneva or Basle. At a number of these fairs the Board of Trade and the British trade associations concerned organize 'joint venture' stands on which British companies can obtain free space, stand structure, and other assistance. Because Switzerland is a small country it is relatively easy to arouse widespread interest through a single showing. Companies which do not already have an agent can often find one in this way. Those who are already represented can use the exhibition to stimulate the agent's own efforts. Moreover, the special Board of Trade arrangements for advertising and translation work in connection with joint ventures can serve as a valuable strengthening of a manufacturer's regular efforts.

Sales methods

Sales methods must take account of the fact that although this is geographically a small country it is a diverse one. The smallness means that one agent can cover it, but the diversity means that account must be taken of the difference of taste between the German (70 per cent), French (20 per cent) and Italian-speaking (10 per cent) population groups, the latter including a large number of Italian workers. There are also very strong cantonal loyalties and a proud tradition of cantonal independence, but from a sales point of view the primary division is that along the linguistic frontier.

The actual sales methods are, of course, as varied here as in any industrial country. It is not easy to find a good agent, though the man with a first-class product can usually do so. Once an agency arrangement has been concluded, Swiss law gives the agent definite rights, and termination of the arrangement is subject to legal provisions, including the right to compensation. A good agent expects continuous and close support from his principal, and it is the Embassy's experience that, without this close support, sales are nearly always disappointing. Sometimes a Swiss manufacturer will take on a British range complementary to his own; there is a particular incentive for this type of arrangement in the extreme labour shortage which makes it difficult for small Swiss firms to expand their own production. Many of the Swiss stores have their own London buying houses, and so, too, do one or two of the larger industrial companies. Whichever line of approach a British exporter takes, the official services of the Board of Trade and the Embassy are at his disposal for assistance and advice.

Price levels

Retail mark-ups in Switzerland tend to be extremely high, and the price level is in general rather above that in the United Kingdom. In consequence the Swiss buyer expects a high-quality finish in consumer goods. The Swiss industrial buyer too expects not only an intrinsically sound product, but also one which is attractively designed. From the manufacturer's viewpoint it is usually worth while, given that the selling stages in Switzerland are bound to be expensive, to put an extra effort into the production stages. Certainly the converse is true; a minor saving on production costs at the expense of some detail of finish has ruled many products out of the Swiss market from the outset. For industrial goods, as for technical consumer goods, sales literature and operating instructions in German and French and adequate and swift servicing are essential. In some cases there are Government and other regulations to be observed (e.g. for foodstuffs, vehicles and electrical equipment) and the Embassy will be glad to advise on these.

Although there are opportunities in every sector of the Swiss market, the Board of Trade and the Embassy, in conjunction with the Export Council for Europe and a number of trade associations, are making a special effort in six selected fields, three consumer items and three items of capital equipment. The selected products are:

(a) *Menswear*

British menswear is well respected in Switzerland, but in terms of volume forms a comparatively small share of the market. Total Swiss imports of clothing (for men and women) are around £25,000,000 a year, and of these Germany supplies 30 per cent. There are some old misconceptions to be overcome and some problems of styling to be tackled, but the general trend of opinion in the trade is that this is a sector of the market in which Britain could do substantially more business provided prices can be kept competitive.

(b) *Womenswear*

The British share of the market is at present small. There is a widespread appreciation of British wool fabrics, but styling follows Continental trends, and British fashions are only beginning to gain recognition. In this field, as with menswear, it is essential to meet Swiss requirements in terms of timing both for showing new designs and also for final delivery. The Embassy can help with arrangements to show a sample range to potential agents, but a personal visit to the market is the only way to assess Swiss taste.

(c) *Furniture*

British furniture manufacturers have achieved striking successes in Switzerland in recent years. There is a particularly ready market for traditional styles. So far as contemporary furniture is concerned, the competition from Swiss and Scandinavian suppliers is very heavy, but there are opportunities here also.

(d) *Machine tools*

The Swiss machine tool industry is itself highly developed and for certain types of tools foreign suppliers have little opportunity. There is, however, always room for tools which fill the gaps in Swiss production. Many British suppliers are already well known in Switzerland, but we have only 5 per cent of an import market which is worth £10 million. Germany, by far the largest supplier, has 64 per cent, followed by Italy with 10 per cent.

(e) *Electronic instruments and control equipment*

In those fields in which it specializes, Swiss industry has to achieve the highest standards of design and quality at competitive prices in order to gain and hold the export markets without which it cannot exist. This requires considerable heavy investment in the most up-to-date manufacturing plant, exercising standards of quality control and economy in the use of Switzerland's scarce labour resources. For these reasons sophisticated instrumentation and control equipment is essential. Much of it is imported, and there should, despite very strong competition, be room for a substantial increase in British sales.

(f) *Medical and hospital equipment*

The Swiss invest heavily in health services, and although there is considerable domestic production, imports, particularly of more specialized equipment, are significant. At present Germany dominates the market, but in many areas British equipment is competitive.

Promising though these groups are, they constitute only a moderate part of the whole Swiss market. British companies are selling here everything from nuclear equipment to confectionery, and there are few products for which a first-class manufacturer, backed by a sound selling organization, will not be able to find or create a market here.

Swiss exports to the British market

by J. R. Gaechter, Second Secretary (Commercial), Swiss Embassy, London

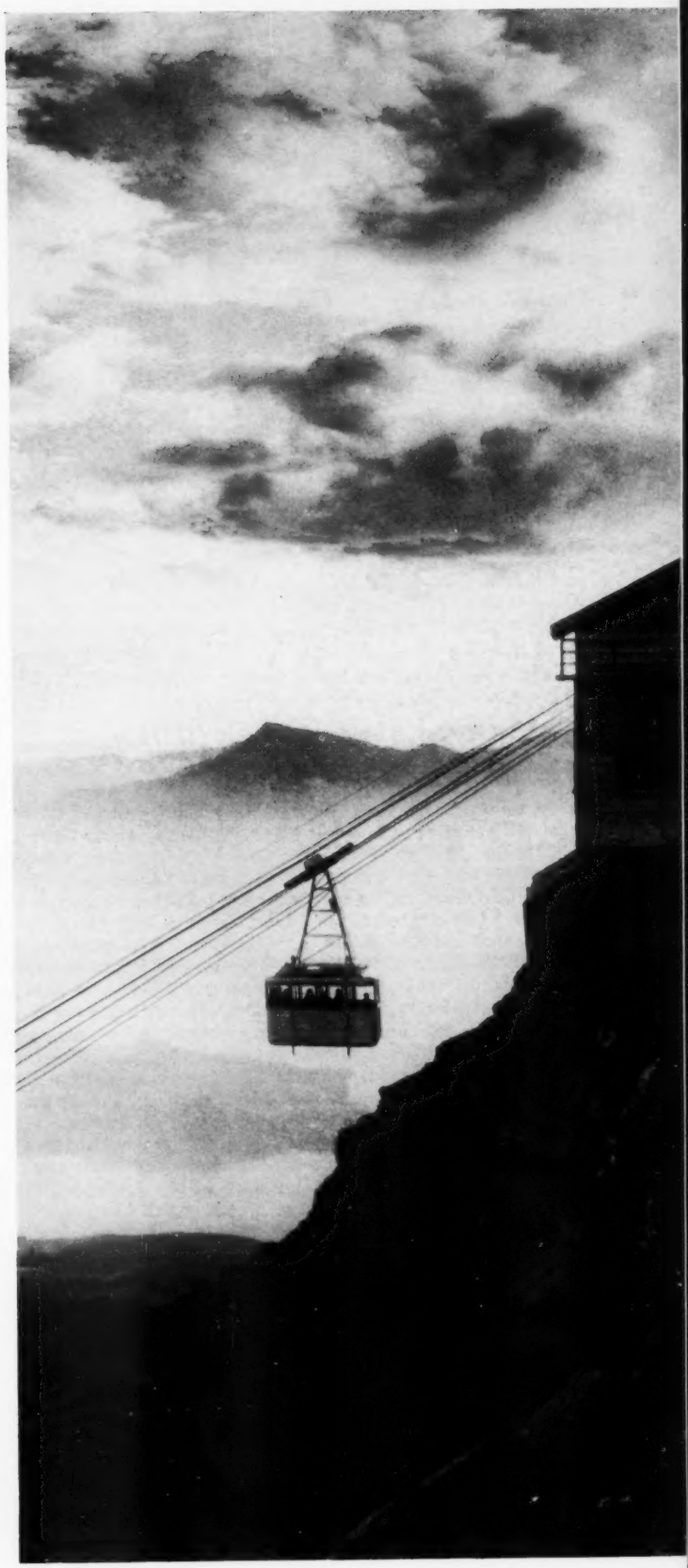
SWITZERLAND, a country without raw materials, is heavily dependent on foreign trade to pay its bill for imported food and raw materials and to maintain a high standard of living for its population.

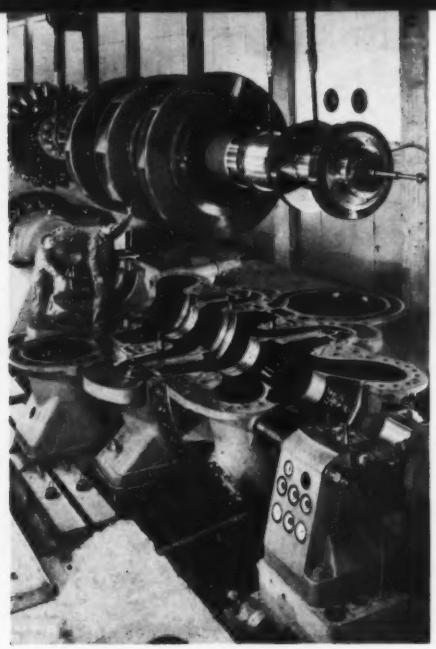
No wonder, then, that Switzerland has always been very much in favour of tearing down any barrier to the free flow of goods: quantitative and foreign exchange restrictions in the immediate post-war years, and tariff barriers in the late 50s and 60s. It has also supported any scheme tending to enlarge markets beyond their national boundaries. As a Europe-wide scheme of this kind is not possible for the time being, it has supported EFTA. Switzerland's benefits from this organization have been quite considerable and Swiss-British trade relations have been greatly stimulated by the rescinding of the customs barriers between the two countries.

The absence of tariffs will bear no fruit, however, if nobody is willing or able to buy imported goods. In this respect Swiss-British trade relations have profited from the rising wealth and standard of living of the two countries. The fact that both are highly industrialized and use advanced machinery has created markets for each other's sophisticated products. The main items in both directions are therefore not raw materials, crude foodstuffs or semi-manufactured goods, but complicated machines, precision instruments or high quality consumer products bought by an ever more affluent society, such as watches, cars and fine textile goods.

Swiss exports to Great Britain increased by 86 per cent between 1960 and 1965, from 471.8 million Swiss francs to 900.5 million Swiss francs (the latter figure includes about 30 million Swiss francs worth of foodstuffs). This increase reflects as much a relative price stability in Switzerland, making it an interesting supplier of goods, as an ingenuity in making and selling specialities and custom-made goods which to a certain extent escape the competitive pressures of mass production. But this increase is also a consequence of the rising standard of living in the United Kingdom, the growing appetitite of its population for luxury and quality goods and the broad modernization programme being carried out throughout British industry. A look in the opposite direction would show substantially the same picture – another proof that the most highly industrialized nations are each other's best customers for complicated, sophisticated and expensive goods.

Within the overall increase in exports of 86 per cent there are marked differences. Whereas machines, instruments and watches follow roughly the same pattern, exports of chemical products have increased by almost 120 per cent, certain groups by over 200 per cent, and this in spite of the fact that the Basle group of chemical industries runs several plants in this country. Undoubtedly there has been an increased demand for complex chemical products in this country which continue to be manufactured in Basle. Exports of textiles, on the other hand, have increased by only 30 per cent over the last five years. Swiss textiles, despite a concentration on novelties and high-quality products, do not seem to sell much better than most other European textiles. Within the textile group there are some items which have fared particularly badly over the period under review; the sale of cotton yarn, ribbons and embroidery to Great Britain actually fell, embroideries by 50 per cent. One might argue that mini-skirts do not leave enough room for – and Carnaby Street does not favour – this traditional Swiss export product, which has not done too badly in other export markets.





From left to right: The 48-ton rotor of the Vianden storage pump, built by Escher Wyss Ltd., Zurich; packing pharmaceutical preparations at Sandoz, SA, Basle; part of the Nestle factory at Lausanne.

What are the prospects for Swiss exports to the United Kingdom after the attainment of the Free Trade Area for industrial products? A further extension of exports to Great Britain is dependent on the economic situation both in Switzerland and in this country. Inflation, boom and super-boom leading to increased home consumption, higher prices and forbiddingly long delivery terms, are always real dangers, and they could also in Switzerland, if they took on serious proportions, wipe out in a short time any competitive advantage derived from the reduction to nil of import duties. On the other hand, the economic situation in Great Britain will heavily influence the prospects for increased Swiss exports. The level of employment and purchasing power, the part of the Gross National Product allotted to investment, the level of taxation, the development of the balance of payments with its potential danger to imports, the degree of inflation in is as far as it affects, through export prices, the ability to procure the necessary foreign exchange are all elements which are at present difficult to forecast, but which vitally influence the capacities of foreign countries to sell their goods in Great Britain. Switzerland, with its big proportion of high quality, luxury and consumer goods, seems particularly imperilled by any downturn of the British economy and by any reduction in the purchasing power of the British public.

Bearing in mind these two qualifications, the prospects seem bright indeed. There can be no doubt that Swiss exports to Great Britain have benefited greatly by the progressively reduced tariffs (and the accompanying liberalization of still existing quantitative import controls) and that their total abolition will spur on our exports. Since this is a two-way movement it is to be foreseen that the attainment of the Free Trade Area will result in the volume of trade between the two countries becoming progressively greater than it has ever been before. In particular, the Swiss machinery and apparatus industry should find a ready market in this country. With sales of over 250 million Swiss francs in 1965, representing almost 30 per cent of Swiss exports to the United Kingdom, it is by far the biggest single group. The growing industrialization of Great Britain and the modernization of existing plants will create a demand for certain types of machinery, for which Switzerland has been a traditional supplier. The competitive advantage over similar products from other countries should have a stimulating effect on our exports. If the high quality of the Swiss products can be maintained and price advantages due to the abolition of tariffs are not offset by slow delivery terms, any real progress in modernization in Great Britain is bound to result in a sharp increase in the export of Swiss machinery, apparatus and scientific instruments.

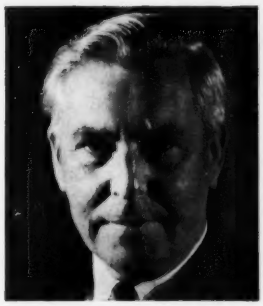
In the chemical sector, which with 160 million Swiss francs represents almost a fifth of our total exports to Great Britain, the problem will be to maintain a high investment rate and the devotion of a high proportion of receipts to research in Switzerland. Because it is well known that our country can hardly compete in the mass production of chemical base materials and semi-finished products, the accent must be on new products, specialities and complex compounds, for which there will be a steady market if they are of high quality and sufficiently novel. This will be the only way to compete successfully against this country's very strong chemical industry.

Watches and other typical luxury goods will remain dependent on the standard of living in this country. Swiss watch exports to Great Britain have almost doubled over the past five years and the abolition of the high tariffs has certainly been one factor in this increase. Another factor, perhaps just as important, will remain the amount of personal income the population can spend on non-essential items. The rising standard of living should create the necessary market on which the sale of watches depends.

In the field of textiles the only real progress seems to lie with man-made fibres and materials, which have not done too badly in the export markets over the past five years. Their export to this country will certainly grow if they are of good quality and conform to present fashion patterns. The prospects for cotton and silk are not too bright, however. Swiss cotton goods share in the slow decline of this industry all over the Western world, and here seems to be no redress in sight. Those Swiss cotton (and silk) products which are of traditionally high quality and incorporate a large amount of labour, making for high prices, such as ribbons, embroideries, novelties and handkerchiefs, are heavily dependent on fashion trends. At present there is very little demand for these goods in Great Britain, and no immediate change seems forthcoming.

The abolition of all tariffs will no doubt benefit Swiss exports to the United Kingdom. Tariffs are but one element influencing international trade, however, and it is hoped that the economic measures which have been taken in this country will enable all EFTA partners to take full advantage of the beneficial effects of the Free Trade Area.

EFTA and the Export Council for Europe



by Hector McNeil, CBE,
Chairman, Export Council for Europe

EFTA AND THE EXPORT COUNCIL for Europe have grown up more or less contemporaneously. In the process they both may have surprised some of those who witnessed their origin, some seven years ago. From limited beginnings both have achieved substantial results and recognition.

The Stockholm Convention of 1959 which laid down the EFTA trading pattern was widely thought at the time to be creating an interim organization, destined mainly to strengthen the hands of members in negotiating with the embryonic Common Market. Indeed, if the British bid to enter the Community of the Six had succeeded in 1963, EFTA would presumably have met an early death. Instead it is very much alive and has attained majority.

There is still a strong desire among its members, including Britain, to come to terms with the Six if possible, but EFTA has undoubtedly acquired a momentum of its own.

The Export Council for Europe, of course, is not only concerned with EFTA. It came into being in 1960, when the Association was also taking its first practical steps. But the ECE has been very much involved in promoting British sales to the Common Market, and to nine other European countries as well.

The principal constituent nations of Europe are now effectively organized into two of the world's most affluent and expanding trading groups, presenting a challenge to Great Britain on the one hand of a common external tariff and on the other hand great opportunities which can arise from the abolition of barriers to the flow of industrial products between the EFTA partners.

ECE has worked to help British firms face all the challenges and opportunities of trading with Europe, but it has been particularly conscious of the EFTA relationship, which has now reached the point where it has virtually doubled the domestic market for British manufacturers.

The EFTA population of 97 million may sound small compared with that of the United States or the Common Market Six – yet it is a sophisticated and productive population, with a higher per capita income than the Common Market and a more comprehensive role in world-wide trade than the Six, the United States or Japan. The ECE, therefore, will continue to urge upon industry that, although the EFTA countries are scattered geographically, there are great and growing advantages to be had from membership, particularly at the present moment.

Past efforts in this respect have been vindicated during the past few years by the very rapid growth of inter-EFTA trade. The Association has jumped ahead of its original tariff-cutting deadlines and, despite difficulties such as Britain's two-year temporary charge on imports, has acquired a good deal of the dynamic which characterized the Common Market during the first years of its formation.

Inter-EFTA trade has increased by 94 per cent since 1959, compared with an increase of only 38 per cent between 1953 and 1959. Exports within the Association totalled £2,419 million in 1965, compared with £2,190 million in 1964 and £1,245 million in 1959, giving an increase over 1964 of nearly 10 per cent and an average annual increase since 1959 of 11.7 per cent. These figures are clearly indicative of encouraging and sustained growth.

EFTA exports to countries outside the Free Trade Area have also shown a steady growth, rising by nearly 9 per cent between 1964 and 1965.

In 1965, British exports to the other EFTA countries totalled £667 million, representing 14 per cent of our total exports to the world.

In the first six months of 1966 United Kingdom exports to our EFTA partners rose by 11 per cent from £342 million to £380 million. Britain's sales to the Free Trade area should, on this basis, reach or exceed £750 million by the end of 1966. But it is to be noted that last year (1965) the United Kingdom imported only 5 per cent more from EFTA, whereas all the other EFTA countries (except Switzerland) increased their imports from their partners by 10 per cent to 20 per cent. No doubt the measures taken to check the growth of United Kingdom imports were largely responsible. These reflected serious balance of payments difficulties, and we have now been able to abandon the measure – the temporary import charge – which caused special concern to our EFTA partners. The prospect is that trade will continue to grow in both directions. Certainly we in the ECE hope that it will; we have never supposed that trade can be a one-way affair.

In its normal work of encouragement to British firms to expand their exports to the rich and developing markets of Europe, the Export Council for Europe has been particularly active in the EFTA area. In co-operation with the Board of Trade and with its sponsoring bodies in industry and commerce, banking and trades unions, it has been possible to give active help in trade fairs, British weeks and the organization of inward trade missions, and these activities continue.

During the period from 1962 to July 1966, the ECE (now with the help of the Missions Sections of the British National Export Council) has been able to promote or assist no fewer than 21 separate trade missions from EFTA countries, covering products ranging from textiles, foodstuffs, chinaware, furnishings and sports goods to nuclear power, electronics, automation equipment, ship components and machine tools. Many of these have resulted in direct contact between market requirements and suppliers, and useful orders have followed. In addition, very considerable opportunities, with in many instances actual sales, have emerged from ECE assistance to the organizers of British Trade Fairs at Stockholm (1962), Zurich (1963) and more recently at Oslo in April-May 1966.

British Weeks, which are concerned almost wholly with the promotion of consumer goods at the point of retail sale, have been held with the Board of Trade assistance, in several continental countries. One of the most successful was in Denmark in September 1964.

We shall continue to promote British Weeks wherever we feel they are most appropriate and in this programme the claim of EFTA will have high priority; however, our most immediate task is to try to bring to the attention of British industry the special opportunities available through the cessation of tariff barriers between them and EFTA countries. The Export Council for Europe will emphasize the importance of what, as far as industrial products are concerned, is in effect an extension of Britain's own home market.

GOVERNMENT SERVICES FOR EXPORTERS

It's as well to appoint a good 'second' before

MEETING THE CHALLENGE

A HOME MARKET of 100 million. That is, of course, an over simple way of stating the effect of the virtual disappearance of tariff barriers within EFTA at the end of 1966. But the fact remains that this major development in our overseas trade presents an opportunity that is also a challenge. And as with those who accept any challenge, it is a wise if not essential first step for those who accept this one to appoint a good, reliable 'second' well versed in the procedure and niceties of the fight ahead. It remains for the principal to do the fighting, of course. But a good, well experienced second can advise him on his challenger's weak points and give him tips on making the best use of his own advantages. When it comes to accepting the challenge of EFTA, all the principal has to do to line up the best second available is, in the words of the Board of Trade's current advertising campaign, 'Call Export Intelligence'.

Suppose, having decided that you want to accept the challenge of either enlarging your stake in this important market or of moving in on it for the first time (and given that you have the capacity necessary to meet any demand that you may be able to stimulate) the first and obvious step is to find the most promising sector of that market. Can your second help? Of course. To begin with it is important to remember that although you may be dealing with someone in the Board of Trade's Export Services Branch in London, or with a Regional Office of the Board, you are in effect in direct touch with the commercial diplomatic officers in all our embassies and consulates in the potential markets for your goods. They are in constant day to day touch with the commercial life of their areas and it is an essential part of their job to feed back the information they glean to London. In this way, you are assured of getting information that is both detailed and up to date.

Not that the Export Services Branch always waits for you to come along with your questions. Market opportunities are not left to grow stale on a file for want of specific inquirers. Every day, from Monday to Friday, the *Export Service Bulletin* is published and distributed to thousands of subscribers (whom you may easily join for a well spent 10 guineas a year). This contains daily lists of export opportunities, including both specific requirements and more general inquiries from agents and importers, and of calls for tenders, together with market notes of interest to exporters. A condensed version of this information is also published weekly in the *Board of Trade Journal*.

If you are starting out to find a new market there is, of course, a lot more you will want to know. And you will find your Board of Trade contact has it all at his finger tips. Precise and up-to-date information about tariffs, and, where these are applicable, about import regulations, customs duties, import licensing and quota arrangements. About standards regulations, certificates of origin and merchandise marks, and much else besides.

In this way your second can see you through the first round – the discovery of the most promising market for what you have to sell. But what about the selling itself? He can't do that for you, of course. In fact, you may not be able to do it yourself: there are not many companies able to set up their own sales subsidiaries overseas and even a resident representative can prove dauntingly expensive. Thus you will most likely decide that you need an appointed agent – and good agents are sometimes hard to find.

In the end, you and you alone can appoint an agent but what you want is a starting point – a short list of 'possibles' whom you can meet and talk to and assess. This means going out there yourself but you can't afford the time necessary to arrive in a perhaps strange city and start from the local classified telephone directory. In fact you need just the sort of help your second can give you. With you he will compile a detailed brief of what is wanted; this he will then send to the commercial diplomatic officer in the area with a request that he advise on possible agents. The officer and his colleagues have wide ranging contacts and can give a shrewd and unbiased assessment of the performance of the agents doing business there. From this experience, and armed with the brief they have been given, they should be able to produce the 'short list' you need to make a quick, effective trip to the market. You can look forward to arriving knowing something about the agents you are to meet and knowing too that the agents have shown interest in your products. Round two, and you are now getting somewhere!

Let's call your trip to interview potential agents and see the market for yourself round three. Are you on your own now? Not a bit of it. It's up to you to plan your itinerary, of course, to book your flight and your hotel. But the business side? Again, look to your second. Let him know what your plans are and he will pass this information on to the officer overseas who, in turn, will set up meetings for you, be ready to talk to you in detail about the market, giving you a chance now to ask any remaining questions at first hand. And, if you feel it is appropriate to the business you are coming to do, he will get his information service colleagues to do what they can to secure some publicity for your visit. This service, incidentally, is by no means restricted to your first visit to an overseas market. The decision is yours, but more often than not you will find it worthwhile to let the Board know of any overseas trip you have coming up so that the commercial officers overseas can be ready to help you. And while you are telling your Board contact about your trip, ask for a copy of the appropriate edition or editions of an invaluable series of little booklets called 'Hints to Business Men'. There are over a hundred in the series, each covering a different country and packed with useful, up-to-date information on all manner of subjects such as climate – its effects on you *and* on your products – hotels, public holidays (how many of us have overlooked public holidays in far away places and kicked our frustrated heels in hotel rooms for a whole, wasted day!), economic factors affecting imports, and so on.

So there you are, with meetings set up, introductions arranged, information on local conditions to hand. Now it really is up to you. But don't keep the outcome of your visit to yourself: if you manage to appoint an agent, let the commercial officer know before you leave – or tell your Board contact when you get home. An up-to-date record of the representation of British firms overseas is a vital tool for the commercial officer in his job of ensuring that export opportunities are not lost through failure to put purchasers in touch with suppliers.

This is, of course, only the broadest outline of a service that is flexible enough to be adapted to the immensely varying needs of any would-be exporter. Nor is it in any way restricted to the exporter who wants to establish or enlarge a stake in the EFTA market. There are other forms of assistance which you can obtain from Government sources too – help with participation in trade fairs and British Weeks, for instance, a subject which is dealt with separately in this supplement. But in every case the starting point is contact with either 'Call Export Intelligence' (Tel. City 9633) or the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757) or with your nearest Board of Trade Regional Office. It's well worth remembering. And it's worth remembering too that, although you will find your 'seconds' highly professional, there are no fees to pay!

How ECGD can help exporters to EFTA

MANY WHO APPRECIATE the risks of exporting on credit to more distant continents tend to dismiss the risks in West Europe, notably in EFTA. Yet the Export Credits Guarantee Department last year insured a fractionally higher proportion of Britain's trade with EFTA countries than with the rest of the world – 29 per cent, compared with an overall 27 per cent.

Because EFTA countries are well-governed and relatively prosperous there may be little risk of exchange delays or of sudden import restrictions – important but insurable risks in many other markets. But there is nothing to set EFTA apart from the rest of the free-economy countries when it comes to the risks of a buyer's failure. Insolvency and default losses characterize the large integrated markets. The United States and Canada have for years shown consistently high failure rates; more recently there have been heavy losses in several of the Common Market countries. Although ECGD's experience in EFTA has so far been relatively good, the same situation may well be repeated there when the final 20 per cent of tariffs between EFTA members are removed at the end of this year exposing some sheltered industries to fiercer competition.

These risks ought not, however, to be any discouragement from exporting: partly because similar risks arise in the United Kingdom domestic market, partly because they can in any case be nullified by taking export credit insurance. Cover from ECGD protects the exporter against 90 per cent of loss through the insolvency of his buyer or six months' default on goods accepted by the buyer. A part of the remaining 10 per cent is, of course, represented by the contribution any sale makes to general business overheads and to any 'profit' (i.e. return on invested capital); the protection afforded is therefore very substantial.

Many exporters value the credit management side of the insurance more highly than the basic insurance protection. Some, indeed, have asked if they might merely subscribe to the service 'because if we had that we wouldn't need insurance'. They are wrong: even with these unrivalled information sources ECGD has already in the first half of its present financial year paid about £2,000,000 in claims on the failure of private buyers throughout the world.

Such claims losses arise because ECGD uses its information to justify reasonable risks on marginal buyers rather than to confine policy-holders to 'safe' buyers.

Apart from having sources of credit information on a scale beyond the reach of even the largest individual companies – since ECGD's information costs are spread between some 9,000 exporters – ECGD has the advantage of an inside view of the conduct of an overseas buyer's business with other British suppliers. All policy-holders report accounts more than three months overdue, and these reports alert ECGD to possible trouble and, where further investigation shows deterioration, give it time to control the piling up of further unsound debts.

ECGD policy-holders are currently trading with over 23,000 EFTA buyers; over half these are names on which cover can be agreed for other policy-holders simply by a telephone call to the nearest of ECGD's 17 offices. For exporters trading on tenor Bills the new Comprehensive banker's guarantees for established policy-holders entitle them to cheaper finance, a saving which, for the better markets such as EFTA, may cover the bulk of the ECGD insurance premium.

Information on EFTA

THE BOARD OF TRADE in London maintains an **EFTA Information Centre** to answer general inquiries about EFTA and to advise on sources of specialist information. It also acts as the central distributing point in the United Kingdom for EFTA Secretariat publications, which are available free of charge. Below is a list of these publications which can be obtained by writing to or telephoning the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. ABBey 7877, Exts. 2479/2480).

EFTA Bulletin, the EFTA Secretariat's monthly journal, provides an up-to-date account of the Association's activities and includes articles on trade and industrial developments in member countries and in the Association as a whole.

Convention establishing the European Free Trade Association
Known as the 'Stockholm Convention', this is the text of the agreement setting up EFTA which was signed in January 1960. A new edition is expected to be published early in 1967.

Agreement creating an association between the member states of the European Free Trade Association and the Republic of Finland
The text of the agreement of association between the seven members of EFTA and Finland signed in March 1961.

Sixth annual report of the European Free Trade Association
Report by the EFTA Secretariat on the Association's internal developments and external relations in the period July 1, 1965-June 30, 1966. Published in September 1966. 44 pages.

European Free Trade Association
A general 24-page survey of EFTA, its origins and developments. Published in September 1966.

EFTA, what it is, what it does
An explanatory leaflet suitable for the general reader. Reprinted December 1964.

Operation of a free trade area
A 24-page account of EFTA, its timetable and arrangements for freeing trade. Reprinted January 1965.

EFTA today and tomorrow
A more detailed report on the EFTA arrangements prepared by Business International Inc. in December 1963. 43 pages.

EFTA trade, 1959-1964
A 112-page statistical study of EFTA trade patterns and trends, of interest mainly to economists. Published February 1966.

The rules of origin, by S. A. Green and K. W. B. Gabriel.
A guide to the rules for claiming EFTA rates of duty when exporting from one EFTA country to another. Published September 1965. 58 pages.

Annual review of agricultural trade, 1966
A country-by-country study of developments in agricultural trade during 1965. Published October 1966.

Regional development policies in EFTA
A description of the policies adopted by individual EFTA governments to stimulate development in particular regions. Published April 1965. 78 pages.

The importance of the EFTA market to EEC countries
A collection of articles by prominent leaders of the trading communities of the EEC countries which originally appeared in the EFTA *Bulletin*. Published October 1965. 12 pages.

The importance of the EEC market to EFTA countries
A collection of articles on the significance of the EEC as a market for each of the EFTA countries which originally appeared in the EFTA *Bulletin*. Published June 1966. 24 pages.

Poster-set
A set of posters, 15 by 20 inches, two in colour, illustrating with simple captions various EFTA activities. Suitable for schools and store displays.

EFTA trade fairs in 1967

SOME OF THE TRADE FAIRS to be organized in EFTA countries in 1967 are listed below. At a number of these events the Overseas Trade Fairs Directorate will be supporting British industry under the Joint Venture Scheme by providing free space and stands to groups of firms sponsored by a trade association or other non-profit-making body.

At the Vienna International Autumn Fair, Joint Ventures are organized each year, and in 1967 in Copenhagen, Joint Ventures are contemplated at the Hardware Consumer Fair; at the Machinery Construction Fair; and at the International Trade Fair. It is expected that some 25 British firms will exhibit at the Swedish Trade Fair in Gothenburg and some 30 British firms and Pony Societies hope to exhibit at the European Agricultural and Industrial Fair in Jönköping under the Joint Venture Scheme. Altogether, Joint Ventures are expected at some seven Swedish events. A Joint Venture is also being planned at the Marine Exhibition, 'Navigare '67' in Helsinki. In Switzerland Joint Ventures are being planned at the Motor Exhibition in Geneva and in Basle at the Exhibition of Industrial Electronics and the Textile Machinery Exhibition.

It is open to British firms interested in taking part in a Joint Venture in any EFTA event to suggest to their trade association that an application for assistance should be made to the Overseas Trade Fairs Directorate, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2781 (Scandinavia and Portugal), Ext. 3183 (Austria and Switzerland). Callers to Broadway Buildings, 54 Broadway, London, S.W.1. Further information about trade fairs in EFTA and other countries can be obtained from the Directorate.

Name of Event	Date	Organizers or UK Agents	Remarks
AUSTRIA			
Vienna International Spring Trade Fair	March 12-19	Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. KNI 6938	Annual
Graz International Spring Fair	April-May	Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria	Annual
Dornbirn International Textiles Fair	May 17-19	Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. KNI 6938	Also held in November
Klagenfurt Austrian Timber Fair	August 10-20	C.E.S. (Overseas) Ltd., 225c Balham High Rd., London, S.W.17. BAL 4650	Annual
Vienna International Autumn Trade Fair	Sept. 10-17	Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. KNI 6938	Annual
Innsbruck Export and Samples Fair	Sept.-Oct.	Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. KNI 6938	Annual
Graz International Autumn Fair	Oct.	Dr. Kager, Graz Messe-Platz, Postfach 63, Graz, Austria	Annual
Dornbirn International Export and Samples Fair	Nov. 14-16	Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. KNI 6938	Also held in May
DENMARK			
Herning Scandinavian Textile Fair	March	Dansk Textil Messe, Mindegade 1, Herning	Annual
Copenhagen 2nd International Packing Fair—Nord Pack '67	April 27-May 5	Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen, Ø.	Biennial
Copenhagen Scandinavian Transport Fair (Nord-Trans '67)	April 27-May 5	Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen, Ø.	First event
Copenhagen Hardware Consumer Fair	April 7-16	Isenkrammer foreningen i Kobenhavn, Strandvejen 124, Copenhagen, Hellerup	Annual
Copenhagen International Hospital Exhibition	May 3-7	Exhibition Secretariat, Fyens Forum, Odense Copenhagen	Biennial
Copenhagen International Fisheries Trade Fair	May 19-28	Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen, Ø.	Annual
Copenhagen International Machinery Construction Fair	June 1-7	John Buck (Trade Fair Agencies) Ltd., 44 Newman St., London, W.1. MUS 9325	First event
Copenhagen Third International Technical Fair	Sept. 22-Oct. 1	Universal Fair and Exhibition Service Ltd., Ryvange Alle 20, Copenhagen, N.	Bienniel
Copenhagen International Trade Fair	Oct. 20-29	John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. MUS 9325	Annual
FINLAND			
Helsinki Boat and Camping Show	Feb. 10-19	Finnish Fair Corporation, Helsinki—Toolo	Held at infrequent intervals
Helsinki Marine Exhibition 'Navigare '67'	Sept. 15-24	Finnish Fair Corporation, Helsinki 25	
NORWAY			
Oslo 'Off-Time, Hobbies and Make it Yourself'	April 27-May 7	Farveradet, Postboks 98 Tasen, Oslo 8	First event
Oslo International Office Machinery and Equipment Exhibition	Sept. 6-14	Kontor maskinforhandlernes, Landsforening, Prinsensgt, 21, Oslo	First event
Oslo Northern Building Material Fair 'Bygg Reis Deg'	Sept. 28 Oct. 8	Bygningsartikel - Grossisternes Forening, Grensen 10, Oslo 1	First event
PORTUGAL			
Lisbon International Trade Fair	June 9-23	Portugese Industrial Association, Commissariat of the Fair, Praca Das Industrias, Lisbon 3.	Annual
Santaram Ribatejo Agricultural Fair	June 4-18	Secretario Feira Nacional de Agricultura Feira do Ribatejo, Santaram, Portugal	Annual
SWEDEN			
Stockholm Forestry Week and International Forest Exhibition	Feb. 25-March 1	St. Eriks Fair, Stockholm Chamber of Commerce, Storangsvagen 18, Stockholm NO	First event
Stockholm International Boat Show	March 8-19	'Allt for Sjon' Fack, Storangsvagen, Stockholm NO	Annual
Gothenburg Hotel & Restaurant Fair	March 15-18	Inge Erichs, Sveriges Hotel-Och, Restaurangutstalling, Box 4034, Baltzarsgatan 32, Malmo 4	First event
Gothenburg International Sea Transport Fair	April 1-9	John Buck (Trade Fair Agencies) Ltd., 44 Newman St., London, W.1. MUS 9325	First event
Gothenburg Swedish Trade Fair	May 19-28	John Buck (Trade Fair Agencies) Ltd., 44 Newman St., London, W.1. MUS 9325	Annual

Mr. Roy Mason, Minister of State, Board of Trade (left), being shown round the UKAEA stand at the International Nuclear Industries Fair in Basle last September.

The front of Christiania Glasmagasin during the British Trade Fair and Fortnight in Oslo early this year, showing the displays of British merchandise which filled each of the large windows.

On the Williams and Williams Ltd. stand at the Vienna International Autumn Trade Fair. On the extreme left (l to r) are HM Ambassador at Vienna, Sir John Pilcher and Mr. E. Sniders, HM Counsellor (Commercial).

Name of Event	Date	Organizers or UK Agents	Remarks
Jonkoping			
European Agricultural and Industrial Fair (ELMIA 67)	June	Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. HUN 1951	Annual
Malmo			
International Trade Fair (Skanemassan)	Aug. 11-20	Skanemassan, Stadiongatan 25, Box 19015, Malmo, 19, Sweden	Annual
Halsingborg			
International Shipping Exhibition	Aug. 31-Sept. 10	AB Halsingborgsutstalningar, Halsingborg Exhibitions Ltd., Hamntobget, Halsingborg, Sweden	Triennial
Stockholm			
St. Erik's Fair	Sept. 13-24	Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford St., London, W.C.1. CHA 9011	Annual
Gothenburg			
International Medical Care and Health Exhibition	Sept. 28-Oct. 5	John Buck (Trade Fair Agencies) Ltd., 44 Newman St., London, W.1. MUS 9325	Triennial
Malmo			
Third International Hotel & Restaurant Fair (RESTA III)	Oct. 4-8	Skanemassan Committee and Swedish Hotel and Restaurants Association, Malmo	Biennial
Stockholm			
Technical Fair	Oct. 12-18	Trade Fair and Promotions Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1. CHA 9011	Annual
Gothenburg			
Second International Scanpack Trade Fair	Oct. 19-25	A. Vleeshouwers, Scandinexpo AB, Stamgatan 38, Gothenburg C.	Triennial

Name of Event	Date	Organizers or U K Agents	Remarks
Stockholm			
Exhibition for Water Ventilation and Sanitary Equipment (V.V.S. AKTUELLT 67)	Oct. 31-Nov. 3	Wall-Horgen Kass-Service AB Sturegatan 8, Stockholm O.	First event
SWITZERLAND			
Basle			
International Fair for Building Machinery & Contractors Plant	Feb. 18-26	V.S.B.M. Verband Schweiz, Exhibition Management, Post Box 5, Basle	Every four years through Swiss agents only
Zurich			
International Cycle & Motor Cycle Exhibition	Feb. 22-27	Zuspa, Internationale Fachmessen und Special-Ausstellungen, Thurgauerstrasse 7, 8050 Zurich	Every two years
Lausanne			
International Exhibition of Camping, Caravans and Sport	Feb. 25-March 5	The Secretary, Salon International du Camping, 2 Avenue Agasaiz, Lausanne	Through Swiss agents only
Zurich			
International Precision Engineering Exhibition (Microtecnic)	March 9-14	F. C. Urbach, International Advertising Ltd. Dorset House, Stamford Street, London, S.E.1. WAT 3333	First event
Geneva			
International Motor Exhibition	March 9-19	Salon International de l'Automobile, 5 Rue Jacques-Balmat, Geneva	Direct or through Swiss agents
Basle			
Internationale Exhibition of Industrial Electronics (INEL)	Nov. 14-18	Exhibition Management, Swiss Indstries Fair, 61 Clarastasse, 4000 Basle	Every two years
Basle			
International Textile Machinery Exhibition (TREX)	Sept. 27-Oct. 6	British Textile Machinery Organisation, Old Colony House, South King Street, Manchester 2	Every four years (moveable)
Geneva			
Ideal Home Exhibition (Arts Menagers)	Oct.-Nov.	The Secretariat, 54d, Route des Accacias, Geneva 1211	Annual

Selected statistics of EFTA trade

THE FOLLOWING TABLES show the growth since 1959 of intra-EFTA trade and of EFTA's trade with the EEC and the rest of the world. The commodity pattern of EFTA's trade with these markets in 196 is given, and tables for individual EFTA countries, which show Britain's share in the trade of her EFTA partners, provide import and export figures sub-divided into economic categories as well as figures of trade in selected commodities.

Sources of the statistics are OECD and national publications. Figures of exports exclude re-exports.

EFTA TRADE

Year (From)	Total Imports £ million (c.i.f.)			Total Exports £ million (f.o.b.)		
	EFTA	EEC	Rest of World	EFTA	EEC	Rest of World
1959	1,307·7	2,100·6	4,137·7	1,245·3	1,495·1	3,598·5
1960	1,541·8	2,477·0	4,705·7	1,466·2	1,685·5	3,786·6
1961	1,682·6	2,703·7	4,582·9	1,583·2	1,826·9	3,882·3
1962	1,784·2	2,874·6	4,700·6	1,672·3	2,019·8	3,946·8
1963	1,966·5	3,024·3	5,026·9	1,874·8	2,283·9	4,135·3
1964	2,329·8	3,424·8	5,714·6	2,189·6	2,435·8	4,400·5
1965	2,566·4	3,724·4	5,807·1	2,418·7	2,563·6	4,824·2
1966 (January-June)	1,378·3	1,957·5	3,335·8	1,292·6	1,331·4	2,464·1
*Growth Rate per cent per annum**	11·3	9·2	5·5	11·2	9·7	4·5

£ million (f.o.b.)

AUSTRIA — EXPORTS	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
TOTAL	0 to 9	400·0	429·4	451·2	473·5	516·5	571·4	288·1
of which to United Kingdom		11·3	13·1	12·8	18·5	23·6	22·2	12·3
Food, beverages and tobacco	0 and 1	18·1	19·6	22·3	26·0	23·3	30·1	13·1
of which to United Kingdom		1·0	0·8	1·0	1·7	2·1	2·9	1·4
Crude materials, oils and fats	2 and 4	74·8	74·5	70·4	69·3	71·0	74·9	36·3
of which to United Kingdom		0·9	0·9	0·5	0·4	0·8	1·3	0·5
Mineral fuels	3	9·6	8·9	10·8	11·1	15·3	18·7	9·1
of which to United Kingdom		0·0	0·0	0·0	0·0	0·0	0·0	0·0
Chemicals and manufactures classified by material	5 and 6	203·8	206·5	211·6	213·8	232·5	257·8	137·8
of which to United Kingdom		6·3	6·2	6·2	9·8	11·9	10·4	6·0
Machinery and scientific instruments	71, 72 and 86	57·2	66·5	78·6	82·6	92·6	103·9	51·1
of which to United Kingdom		1·7	2·6	2·8	2·4	3·3	2·8	2·0
Transport equipment	73	12·9	12·8	13·0	16·4	17·3	17·6	7·4
of which to United Kingdom		0·5	0·7	0·1	0·2	0·5	0·1	0·1
Other manufactured goods	8 less 86	23·4	31·1	35·9	44·4	56·2	68·3	33·2
of which to United Kingdom		0·9	1·5	1·5	3·1	4·8	4·7	2·3
SELECTED COMMODITIES:								
Wood, lumber and cork	24	49·3	48·8	47·2	45·0	43·1	44·8	22·5
of which to United Kingdom		0·2	0·1	0·2	0·1	0·0	0·0	0·0
Paper, paperboard and manufactures there of	64	22·1	23·6	22·8	24·1	26·8	30·5	15·6
of which to United Kingdom		0·5	0·5	0·5	0·6	0·9	1·0	0·6
Textile yarn, fabrics and made-up articles	65	31·3	32·5	35·7	38·1	42·0	44·5	24·1
of which to United Kingdom		2·2	2·0	2·4	2·8	2·8	2·8	1·4
Iron and steel	67	76·7	77·9	74·4	69·1	71·7	76·9	38·1
of which to United Kingdom		0·8	0·9	0·4	2·1	3·6	1·7	1·1
Machinery and appliances (non-electric)	719	24·8†	22·8	26·8	27·4	30·4	34·8	..
of which to United Kingdom		0·4†	0·4	0·7	0·6	0·7	1·0	..
Machinery, electric	72	16·8	21·5	27·2	27·7	30·9	35·7	18·3
of which to United Kingdom		0·3	0·5	0·5	0·6	0·9	0·9	0·6
DENMARK — EXPORTS								
TOTAL	0 to 9	522·4	540·6	580·4	665·7	741·2	811·9	428·4
of which to United Kingdom		137·4	133·0	142·9	154·9	174·2	181·1	97·4
Food, beverages and tobacco	0 and 1	293·5	290·5	305·3	341·2	366·3	387·3	198·4
of which to United Kingdom		123·6	118·0	124·9	132·8	146·5	148·5	80·3
Crude materials, oils and fats	2 and 4	36·0	42·2	45·1	50·4	58·6	67·2	39·9
of which to United Kingdom		4·3	4·8	5·3	6·0	7·9	10·8	4·9
Mineral fuels	3	1·5	1·6	4·9	4·1	6·4	8·8	5·8
of which to United Kingdom		0·0	0·1	1·1	0·7	0·1	0·5	0·3
Chemicals and manufactures classified by material	5 and 6	62·7	67·8	69·9	81·4	98·1	106·4	56·9
of which to United Kingdom		3·1	3·3	3·7	4·8	6·4	6·3	3·5
Machinery and scientific instruments	71, 72 and 86	77·1	85·7	98·5	110·0	121·6	144·5	78·6
of which to United Kingdom		4·4	4·5	5·2	6·8	8·7	10·3	6·0
Transport equipment	73	23·9	23·4	23·5	36·5	37·6	36·9	17·8
of which to United Kingdom		0·2	0·1	0·3	0·5	0·4	0·4	0·3
Other manufactured goods	8 less 86	24·6	27·8	31·8	38·6	49·4	57·4	29·7
of which to United Kingdom		1·8	2·3	2·5	3·3	4·1	4·1	2·1
SELECTED COMMODITIES:								
Live animals	00	29·6	31·9	25·7	28·5	28·4	31·9	13·1
of which to United Kingdom		0·0	0·1	0·0	0·0	0·1	0·1	0·0
Meat and meat preparations	01	136·4	132·5	144·5	166·6	181·0	187·6	105·1
of which to United Kingdom		80·8	78·2	81·5	85·0	95·5	96·4	55·2
Dairy products and eggs	02	81·9	77·5	75·4	76·5	78·6	80·3	37·7
of which to United Kingdom		35·1	31·3	33·8	38·2	40·1	41·1	20·4
Fish and fish preparations	03	18·9	21·5	25·1	26·5	30·5	35·2	16·8
of which to United Kingdom		3·6	3·9	3·9	4·0	5·1	4·9	2·2
Machinery and appliances (non-electric)	719	38·7†	32·2	40·8	43·9	47·8	56·6	..
of which to United Kingdom		2·6†	1·9	2·3	2·7	3·8	4·0	..
Ships and boats	735	19·0	18·3	19·2	30·5	31·1	29·8	..
of which to United Kingdom		0·1	0·0	0·1	0·4	0·2	0·2	

EFTA IMPORTS AND EXPORTS IN 1965

Sub-divided into economic categories

	S.I.T.C. Section or Division	Imports £ million (c.i.f.) From			Exports £ million (f.o.b.) To		
		EFTA	EEC	Rest of World	EFTA	EEC	Rest of World
Food, beverages and tobacco	0 and 1	319·4	377·7	1,794·0	299·5	303·3	384·6
Crude materials, oils and fats	2 and 4	362·3	178·7	1,172·1	312·3	463·1	270·3
Mineral fuels	3	97·5	274·7	801·8	89·2	58·3	38·2
Chemicals and manufactures classified by material	5 and 6	877·3	1,276·5	1,196·7	835·1	912·5	1,694·9
Machinery and scientific instruments	71, 72 and 86	489·8	898·6	447·4	4,646·6	588·7	1,477·4
Transport equipment	73	250·9	436·0	136·1	260·8	138·5	665·6
Other manufactured goods	8 less 86	154·7	264·7	196·6	150·3	141·7	261·1
Total manufactured goods	5 to 8	1,772·6	2,875·8	1,976·7	1,710·8	1,781·4	4,099·3
Total	0 to 9	2,566·4	3,724·4	5,807·1	2,418·7	2,563·6	4,824·2

£ million (c.i.f.)

	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
AUSTRIA — IMPORTS								
TOTAL	0 to 9	505·6	530·3	554·2	598·3	665·3	750·2	411·0
of which from United Kingdom		25·0	26·7	28·0	35·4	35·4	41·0	25·0
Food, beverages and tobacco	0 and 1	71·8	61·0	75·8	78·9	82·8	102·5	55·0
of which from United Kingdom		0·4	0·3	0·7	0·5	0·8	1·1	1·3
Crude materials, oils and fats	2 and 4	73·2	73·4	64·9	68·6	77·8	81·4	42·9
of which from United Kingdom		3·5	4·0	3·1	3·1	3·8	3·8	2·2
Mineral fuels	3	47·8	43·9	52·3	58·8	58·5	55·2	26·0
of which frlm United Kingdom		0·3	0·4	0·4	0·5	0·5	0·5	0·3
Chemicals and manufactures classified by material	5 and 6	139·9	149·8	153·1	167·7	193·6	222·8	126·0
of which from United Kingdom		8·6	10·1	10·1	11·8	12·8	13·5	7·8
Machinery and scientific instruments	71, 72 and 86	107·8	127·6	126·3	129·4	143·9	167·0	89·6
of which from United Kingdom		5·9	7·3	8·0	9·1	9·7	13·1	6·9
Transport equipment	73	46·4	48·4	54·2	60·8	67·1	76·5	47·5
of which from United Kingdom		5·6	3·7	4·7	5·9	6·3	7·0	5·4
Other manufactured goods	8 less 86	17·9	19·2	24·0	29·9	36·6	44·8	24·1
of which from United Kingdom		0·5	0·9	1·0	1·4	1·6	2·2	1·2
SELECTED COMMODITIES:								
Chemical elements and compounds	51	14·3	15·7	16·6	17·6	19·9	27·1	15·4
of which from United Kingdom		0·6	0·5	0·6	0·8	0·8	0·9	0·4
Textile manufactures and made-up articles	65	38·0	40·1	43·2	48·8	54·5	57·5	31·7
of which from United Kingdom		2·3	2·3	2·4	3·0	4·0	4·0	2·2
Iron and steel	67	20·6	21·1	18·3	17·5	21·4	25·6	15·5
of which from United Kingdom		0·8	1·0	1·0	0·7	0·6	0·9	0·5
Machinery and appliances (non-electric)	719	48·4†	36·5	37·6	36·8	41·6	48·8	..
of which from United Kingdom		2·1†	1·5	2·0	2·1	2·3	2·5	..
Machinery, electric	72	20·3	29·8	29·9	33·1	39·6	46·0	23·8
of which from United Kingdom		0·9	1·3	1·4	1·8	2·1	2·4	1·1
Road motor vehicles	732	39·2	44·0	50·4	52·5	58·0	68·0	37·6
of which from United Kingdom		2·5	3·3	4·4	5·7	6·1	6·8	4·5
DENMARK — IMPORTS								
TOTAL	0 to 9	640·9	665·8	756·0	754·7	927·2	1,004·0	527·1
of which from United Kingdom		94·1	94·9	105·5	110·0	127·9	133·6	75·4
Food, beverages and tobacco	0 and 1	94·9	83·8	104·1	100·8	122·7	127·7	69·1
of which from United Kingdom		2·7	2·3	2·8	3·2	3·2	3·9	5·1
Crude materials, oils and fats	2 and 4	79·1	91·5	89·8	93·1	100·9	96·6	49·7
of which from United Kingdom		3·2	3·0	3·1	3·0	3·0	2·9	1·4
Mineral fuels	3	78·6	82·8	92·4	97·8	105·9	105·8	59·5
of which from United Kingdom		27·6	23·9	21·6	26·0	22·9	20·5	10·5
Chemicals and manufactures classified by material	5 and 6	218·1	232·8	250·2	249·0	310·9	348·0	172·3
of which from United Kingdom		29·7	31·1	34·5	36·0	45·1	50·7	25·4
Machinery and scientific instruments	71, 72 and 86	93·2	107·2	128·0	131·6	160·6	173·5	97·3
of which from United Kingdom		18·1	20·7	23·6	23·3	30·0	32·3	18·0
Transport equipment	73	64·8	65·4	75·1	62·3	87·6	93·4	50·0
of which from United Kingdom		10·1	10·9	16·2	13·9	17·7	15·9	10·6
Other manufactured goods	8 less 86	20·0	23·9	31·6	34·8	44·9	52·1	28·5
of which from United Kingdom		2·3	2·6	3·5	4·2	5·5	7·0	3·9
SELECTED COMMODITIES:								
Petroleum and its products	33	52·3	58·0	65·9	70·4	80·8	82·8	47·6
of which from United Kingdom		20·4	17·8	16·9	19·7	18·5	17·8	9·4
Textile yarn, fabrics and made-up articles	65	41·2	45·5	53·3	53·2	63·6	67·7	34·7
of which from United Kingdom		7·0	7·1	8·9	10·0	12·7	14·3	7·4
Iron and steel	67	48·7	49·0	49·4	50·8	62·0	67·9	28·4
of which from United Kingdom		7·4	7·5	7·5	5·9	7·3	8·2	3·8
Machinery and appliances (non-electric)	719	31·7†	27·6	33·1	33·2	38·7	45·5	
of which from United Kingdom		5·2†	4·9	5·9	5·2	5·9	6·7	
Machinery, electric	72	25·5	28·9	33·9	35·5	46·3	49·9	26·9
of which from United Kingdom		3·2	4·0	4·6	4·7	6·5	8·0	4·4
Road motor vehicles	732	44·3	45·4	56·9	46·8	62·7	61·6	
of which from United Kingdom		9·1	9·9	15·4	12·8	16·4	14·4	

£ million (f.o.b.)

FINLAND — EXPORTS	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
TOTAL	0 to 9	353·2	376·6	394·3	410·5	461·1	509·6	237·3
of which to United Kingdom		84·2	81·2	77·6	85·8	103·4	102·6	49·8
Food, beverages and tobacco	0 and 1	14·6	13·5	12·1	14·3	19·3	19·4	9·3
of which to United Kingdom		6·4	3·9	3·3	5·6	7·4	5·8	3·1
Crude materials, oils and fats	2 and 4	166·6	181·0	160·5	162·0	186·7	190·6	77·2
of which to United Kingdom		55·9	53·7	48·3	49·2	58·4	58·3	23·4
Mineral fuels	3	0·1	0·1	0·1	0·2	0·2	0·2	0·1
of which to United Kingdom		0·0	0·0	0·0	0·0	0·0	0·0	0·0
Chemicals and manufactures classified by material	5 and 6	124·9	146·0	156·0	173·8	200·6	227·1	121·5
of which to United Kingdom		21·7	23·4	25·5	30·4	36·4	37·6	22·1
Machinery and scientific instruments	71, 72 and 86	14·7	19·6	31·0	29·3	23·3	33·7	16·1
of which to United Kingdom		0·2	0·2	0·3	0·4	0·5	0·5	0·2
Transport equipment	73	29·6	13·5	30·4	25·4	23·4	27·0	6·1
of which to United Kingdom		0·0	0·0	0·1	0·0	0·5	0·2	0·1
Other manufactured goods	8 less 86	2·5	2·8	4·0	5·4	7·4	11·3	6·9
of which to United Kingdom		0·0	0·0	0·1	0·2	0·2	0·3	0·2
SELECTED COMMODITIES:								
Dairy products and eggs	02	12·8	10·5	8·7	11·8	17·2	17·0	7·5
of which to United Kingdom		6·3	3·5	2·9	5·1	7·3	5·7	2·9
Wood, lumber and cork	24	93·9	104·5	83·8	75·4	80·1	76·5	22·6
of which to United Kingdom		36·6	35·5	30·7	29·6	32·9	31·7	9·4
Pulp and waste paper	25	60·7	64·6	65·1	73·3	89·3	92·9	43·5
of which to United Kingdom		18·6	17·6	17·0	18·8	24·6	25·0	13·1
Wood and cork manufactures	63	22·2	21·9	18·5	22·4	23·9	26·7	14·8
of which to United Kingdom		10·3	9·3	10·2	10·8	12·3	13·1	7·2
Paper, paperboard and manufactures thereof	64	88·7	107·2	117·0	127·0	141·2	153·7	79·7
of which to United Kingdom		11·1	13·1	14·5	18·4	21·1	20·6	12·9
Ships and boats	735	29·0	13·0	29·3	24·9	18·9	25·9	..
of which to United Kingdom		0·0	0·0	0·0	0·0	0·5	0·0	..

NORWAY — EXPORTS								
TOTAL	0 to 9	314·1	331·9	347·6	383·4	461·0	515·2	274·3
of which to United Kingdom		71·0	68·7	59·1	68·1	89·4	91·7	30·6
Food, beverages and tobacco	0 and 1	51·8	50·1	54·4	57·1	63·5	77·1	38·4
of which to United Kingdom		9·6	10·0	9·4	10·4	14·0	16·4	8·5
Crude materials, oils and fats	2 and 4	64·7	64·4	63·8	65·7	77·6	83·9	44·1
of which to United Kingdom		22·5	20·2	17·6	19·0	21·0	26·1	12·6
Mineral fuels	3	1·0	6·0	11·3	10·9	12·6	11·6	4·7
of which to United Kingdom		0·0	0·0	0·0	0·4	0·5	0·3	0·1
Chemicals and manufactures classified by material	5 and 6	157·9	160·6	162·6	180·2	222·5	237·2	132·8
of which to United Kingdom		36·1	35·4	28·5	32·5	44·6	43·7	26·5
Machinery and scientific instruments	71, 72 and 86	13·7	16·8	21·8	25·3	29·4	33·9	20·5
of which to United Kingdom		1·3	1·9	2·2	1·9	2·3	2·5	1·6
Transport equipment	73	18·1	24·8	21·6	28·8	38·4	54·2	25·1
of which to United Kingdom		0·8	0·8	0·3	2·6	5·6	1·4	0·5
Other manufactured goods	8 less 86	6·7	7·4	9·2	11·6	13·4	15·1	7·9
of which to United Kingdom		0·6	0·9	1·0	1·3	1·4	1·3	0·7
SELECTED COMMODITIES:								
Fish and fish preparations	03	39·6	36·3	41·5	42·0	42·4	49·8	24·3
of which to United Kingdom		5·6	5·9	6·6	6·2	7·7	8·9	4·6
Pulp and paper	25	28·2	26·4	25·7	25·8	29·8	31·1	14·5
of which to United Kingdom		15·9	14·8	13·0	13·3	15·0	16·0	7·1
Paper, paperboard and manufactures there of	64	32·1	35·1	33·8	37·6	42·9	44·3	22·2
of which to United Kingdom		6·1	6·7	7·0	7·9	9·9	10·0	5·1
Iron and steel	67	27·8	25·2	23·0	29·0	36·4	39·8	20·0
of which to United Kingdom		8·8	6·5	5·2	8·4	10·6	10·5	5·3
Non-ferrous metals	68	83·3	57·3	60·3	60·9	80·8	80·4	51·6
of which to United Kingdom		24·5	16·7	11·3	11·3	16·6	15·6	11·5
Ships and boats	735	16·4	22·8	18·5	26·2	35·1	50·2	22·5
of which to United Kingdom		0·7	0·7	0·3	2·6	5·5	1·4	..

PORTUGAL — EXPORTS								
TOTAL	0 to 9	116·8	116·4	132·1	149·4	184·2	205·9	96·2
of which to United Kingdom		16·0	15·7	15·9	20·2	29·1	36·3	17·0
Food, beverages and tobacco	0 and 1	28·5	32·4	33·9	37·3	41·6	50·1	..
of which to United Kingdom		3·7	4·0	4·7	5·1	6·1	8·0	..
Crude materials, oils and fats	2 and 4	20·4	18·5	22·1	21·0	23·5	25·1	..
of which to United Kingdom		4·8	4·1	3·7	3·9	5·2	5·9	..
Mineral fuels	3	3·9	3·0	2·0	2·9	3·3	3·0	..
of which to United Kingdom		0·2	0·3	0·3	0·7	0·6	0·5	..
Chemicals and manufactures classified by material	5 and 6	55·1	54·4	63·0	72·9	94·4	101·7	..
of which to United Kingdom		7·1	7·1	6·8	9·4	15·7	20·4	..
Machinery and scientific instruments	71, 72 and 86	3·1	3·0	3·7	4·1	5·5	6·6	..
of which to United Kingdom		0·1	0·1	0·1	0·2	0·2	0·3	..
Transport equipment	73	0·3	0·8	0·4	0·7	0·6	0·8	..
of which to United Kingdom		0·0	0·0	0·0	0·0	0·0	0·0	..
Other manufactured goods	8 less 86	3·8	4·2	5·3	8·5	12·8	15·6	..
of which to United Kingdom		0·1	0·1	0·3	0·9	1·2	1·1	..
SELECTED COMMODITIES:								
Fish and fish preparations	03	13·8	15·3	15·9	15·9	16·6	19·3	..
of which to United Kingdom		1·5	1·4	1·7	1·5	1·7	1·8	..
Fruit and vegetables	05	3·1	4·9	5·7	6·6	7·5	11·2	..
of which to United Kingdom		0·6	1·0	1·4	2·2	2·6	4·2	..
Beverages	11	9·3	9·9	10·1	11·5	13·9	15·8	..
of which to United Kingdom		1·5	1·6	1·7	1·5	1·7	2·0	..
Wood, lumber and cork	24	10·2	9·1	9·5	10·3	10·9	11·0	..
of which to United Kingdom		1·3	1·1	1·3	1·3	1·8	1·9	..
Wood and cork manufactures	63	15·0	14·8	14·4	16·0	17·8	17·9	..
of which to United Kingdom		3·0	3·2	3·1	3·2	3·5	3·6	..
Textile yarn, fabrics and made-up articles	65	21·7	22·4	28·3	33·0	38·4	39·4	..
of which to United Kingdom		1·9	2·4	2·0	4·2	3·4	2·8	..

£ million (c.i.f.)

FINLAND — IMPORTS	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
TOTAL	0 to 9	379·8	411·9	438·4	431·6	537·5	587·8	293·9
of which from United Kingdom		50·4	54·9	58·3	58·6	69·2	79·1	42·0
Food, beverages and tobacco	0 and 1	43·1	45·2	49·4	62·9	62·4	56·5	30·3
of which from United Kingdom		0·5	0·7	0·8	1·3	1·0	1·4	0·9
Crude materials, oils and fats	2 and 4	33·0	30·2	33·8	35·6	44·2	54·7	23·2
of which from United Kingdom		4·8	4·6	3·8	4·5	5·3	4·8	2·6
Mineral fuels	3	38·4	38·1	42·6	43·1	57·0	56·9	28·1
of which from United Kingdom		1·9	1·9	1·5	1·9	1·5	1·6	1·1
Chemicals and manufactures classified by material	5 and 6	126·0	140·2	131·4	127·4	154·1	180·6	91·4
of which from United Kingdom		17·6	20·0	18·4	20·4	24·9	30·2	16·3
Machinery and scientific instruments	71, 72 and 86	91·0	106·8	114·4	106·3	124·2	144·7	68·8
of which from United Kingdom		17·0	19·3	18·7	20·3	21·1	25·6	12·5
Transport equipment	73	40·8	40·4	51·6	40·6	71·4	69·4	39·1
of which from United Kingdom		7·9	7·6	10·3	8·8	13·6	13·5	7·5
Other manufactured goods	8 less 86	7·4	10·1	12·4	13·4	17·5	20·3	10·6
of which from United Kingdom		0·7	0·8	1·0	1·2	1·7	2·1	1·1
SELECTED COMMODITIES:								
Petroleum and its products	33	25·1	25·8	30·0	31·5	40·3	40·8	23·5
of which from United Kingdom		0·9	1·1	0·9	1·0	1·1	1·3	1·1
Textile yarn, fabrics and made-up articles	65	21·3	25·6	25·5	25·6	29·4	27·9	16·3
of which from United Kingdom		3·1	3·4	4·1	4·3	5·1	5·0	2·9
Iron and steel	67	39·0	40·8	34·9	30·2	37·4	42·2	18·6
of which from United Kingdom		4·4	4·9	4·4	4·1	5·6	6·1	2·6
Machinery and appliances (non-electric)	719	35·0†	42·3	42·5	26·3	31·6	39·8	18·2
of which from United Kingdom		4·4†	4·4	5·6	3·3	3·8	..	..
Machinery, electric	72	22·5	24·2	30·2	28·9	36·7	39·9	17·8
of which from United Kingdom		2·4	3·0	3·5	4·0	5·4	5·7	2·1
Road motor vehicles	732	28·8	34·1	41·1	31·0	49·8	59·2	32·4
of which from United Kingdom		7·0	7·3	9·8	8·4	13·1	..	..
NORWAY — IMPORTS								
TOTAL	0 to 9	521·4	576·6	591·0	650·6	708·3	787·8	405·8
of which from United Kingdom		78·3	90·4	89·0	104·2	93·6	95·1	56·9
Food, beverages and tobacco	0 and 1	55·8	53·3	61·7	71·0	70·6	73·6	41·8
of which from United Kingdom		3·6	4·0	3·8	7·4	4·5	5·8	2·3
Crude materials, oils and fats	2 and 4	46·6	69·8	66·2	65·7	78·0	83·4	41·6
of which from United Kingdom		2·7	3·1	3·4	4·1	4·1	4·9	2·3
Minerals, fuels	3	45·4	48·1	52·4	57·1	60·0	58·2	32·9
of which from United Kingdom		16·0	15·6	15·1	17·6	16·5	15·3	9·9
Chemical manufactures classified by material	5 and 6	157·8	142·7	152·4	160·4	192·1	213·4	114·3
of which from United Kingdom		26·8	26·0	28·3	28·7	32·0	33·6	18·0
Machinery and scientific instruments	71, 72 and 86	85·2	94·4	108·5	113·3	124·1	138·4	75·1
of which from United Kingdom		16·5	17·9	20·0	19·9	20·8	22·7	13·0
Transport equipment	73	105·4	139·3	118·3	147·4	141·0	174·9	75·2
of which from United Kingdom		10·2	21·2	15·5	22·8	11·4	8·1	8·9
Other manufactured goods	8 less 86	24·0	27·4	30·2	34·1	40·8	44·0	23·3
of which from United Kingdom		2·3	2·7	2·9	3·5	4·3	4·6	2·5
SELECTED COMMODITIES:								
Petroleum and its products	33	38·5	41·5	46·2	49·4	51·9	50·3	27·8
of which from United Kingdom		11·1	10·8	10·7	12·3	10·9	10·7	7·1
Textile yarn, fabrics and made-up articles	65	29·9	30·8	31·5	33·6	36·9	39·3	20·4
of which from United Kingdom		5·3	4·8	5·2	5·8	6·8	6·6	3·4
Iron and steel	67	32·6	34·4	34·5	33·1	42·0	45·3	24·0
of which from United Kingdom		7·3	7·3	8·1	7·1	7·0	7·4	3·8
Machinery and appliances (non-electric)	719	31·3†	22·7	27·0	28·0	32·0	36·7	20·5
of which from United Kingdom		5·7†	3·8	4·5	4·7	4·8	5·4	..
Machinery, electric	72	25·0	28·8	32·9	36·3	38·6	43·8	22·5
of which from United Kingdom		4·4	4·8	4·9	4·8	5·9	6·1	3·3
Ships and boats	735	73·8	105·9	86·1	112·6	100·0	130·2	48·6
of which from United Kingdom		5·0	15·0	8·9	15·6	4·0	0·5	..
PORTUGAL — IMPORTS								
TOTAL	0 to 9	194·8	234·3	209·0	234·3	277·3	329·8	156·0
of which from United Kingdom		23·2	36·0	31·1	32·1	37·4	42·8	22·4
Food, beverages and tobacco	0 and 1	21·2	27·3	25·5	28·4	34·5	37·5	..
of which from United Kingdom		0·9	0·8	0·7	0·6	0·8	0·8	..
Crude materials, oils and fats	2 and 4	37·2	42·7	39·1	49·1	54·9	66·9	..
of which from United Kingdom		1·0	1·5	1·9	2·4	2·5	2·5	..
Mineral fuels	3	19·2	20·0	21·6	22·3	25·4	27·6	..
of which from United Kingdom		1·3	1·9	1·7	2·6	2·8	1·7	..
Chemicals and manufactures classified by material	5 and 6	55·0	65·6	54·7	60·3	83·5	97·5	..
of which from United Kingdom		8·5	11·4	11·9	12·5	14·4	16·5	..
Machinery and scientific instruments	71, 72 and 86	36·2	43·4	43·5	46·9	56·1	66·7	..
of which from United Kingdom		6·5	8·8	8·8	7·5	10·0	10·9	..
Transport equipment	73	16·5	29·6	19·3	19·5	15·2	27·5	..
of which from United Kingdom		3·5	10·8	5·0	5·4	5·5	9·0	..
Other manufactured goods	8 less 86	3·9	3·1	2·7	3·0	4·4	6·0	..
of which from United Kingdom		0·6	0·7	0·6	0·6	0·9	1·4	..
SELECTED COMMODITIES:								
Textile fibres	26	19·8	24·8	24·9	29·2	33·4	37·1	..
of which from United Kingdom		0·6	1·0	1·5	2·0	2·0	2·0	..
Petroleum and its products	33	17·9	18·2	18·7	20·0	20·4	22·0	..
of which from United Kingdom		0·6	0·6	0·5	0·6	0·7	0·8	..
Iron and steel	67	18·3	22·8	14·5	14·4	17·9	20·6	..
of which from United Kingdom		1·3	2·4	2·6	2·2	2·2	3·4	..
Machinery and appliances (non-electric)	719	16·3†	11·1	10·9	11·0	12·8	15·1	..
of which from United Kingdom		2·5†	2·2	2·5	1·6	1·8	2·2	..
Machinery, electric	72	10·1	13·6	11·9	13·7	15·6	17·0	..
of which from United Kingdom		1·7	2·5	2·2	1·8	3·1	3·1	..
Road motor vehicles	732	12·9	14·6	14·5	14·8	14·2	23·8	..
of which from United Kingdom		3·3	4·6	4·9	5·2	5·2	8·8	..

£ million (f.o.b.)

SWEDEN—EXPORTS

	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
TOTAL	0 to 9	915·9	976·9	1,042·9	1,142·6	1,310·4	1,419·0	743·3
of which to United Kingdom		146·4	126·9	120·5	154·1	182·5	188·4	93·5
Food, beverages and tobacco	0 and 1	27·4	30·6	35·0	37·3	36·6	41·2	23·7
of which to United Kingdom		7·1	5·7	7·6	8·4	5·7	7·0	4·1
Crude materials, oils and fats	2 and 4	305·3	297·4	287·6	311·6	369·5	380·6	170·5
of which to United Kingdom		87·8	59·9	53·3	73·6	90·2	87·3	37·8
Mineral fuels	3	4·2	3·9	4·3	5·3	7·1	8·3	5·0
of which to United Kingdom		0·1	0·1	0·4	0·1	0·1	0·3	0·1
Chemicals and manufactures classified by material	5 and 6	272·1	292·0	302·3	337·3	392·1	425·8	237·3
of which to United Kingdom		35·7	37·1	33·8	42·2	53·8	53·5	33·8
Machinery and scientific instruments	71, 72 and 86	168·3	205·4	241·8	250·1	291·7	312·8	186·4
of which to United Kingdom		9·9	13·3	12·9	12·7	18·6	21·4	12·8
Transport equipment	73	112·9	116·5	134·3	159·6	163·7	192·7	88·5
of which to United Kingdom		2·8	8·3	9·8	13·1	8·5	13·1	2·1
Other manufactured goods	8 less 86	25·6	27·1	32·9	37·1	44·5	49·9	28·3
of which to United Kingdom		3·0	2·4	3·0	3·8	4·3	4·1	2·4
SELECTED COMMODITIES:								
Wood, lumber and cork	24	80·1	76·2	74·4	80·4	98·9	105·3	38·7
of which to United Kingdom		26·9	21·1	17·4	17·9	22·6	21·7	7·7
Pulp and paper	25	127·4	120·0	116·0	134·6	157·3	154·4	76·0
of which to United Kingdom		39·6	36·4	33·4	37·0	44·3	41·9	20·4
Paper and paperboard and manufactures thereof	64	80·7	100·5	103·8	116·9	132·3	134·0	71·5
of which to United Kingdom		16·0	20·0	18·8	22·6	26·5	24·0	14·3
Iron and steel	67	70·5	79·6	77·6	84·8	104·1	114·9	63·0
of which to United Kingdom		6·6	6·9	5·8	7·7	13·7	12·1	6·9
Machinery and appliances (non-electric)	719	79·3†	74·3	91·8	91·5	103·6	114·4	..
of which to United Kingdom		5·6†	4·1	4·3	5·2	7·8	9·7	..
Ships and boats	735	64·1	59·7	72·5	90·4	82·1	102·2	..
of which to United Kingdom		2·3	6·8	7·8	10·7	5·6	9·9	..

SWITZERLAND — EXPORTS

	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
TOTAL	0 to 9	668·2	724·6	785·7	857·7	940·0	1,049·8	555·5
of which to United Kingdom		39·0	42·0	45·8	53·1	64·3	73·7	39·0
Food, beverages and tobacco	0 and 1	36·6	38·6	40·2	47·1	50·8	56·7	..
of which to United Kingdom		1·6	1·5	1·6	1·7	1·8	2·2	..
Crude materials, oils and fats	2 and 4	13·5	14·7	15·8	20·0	22·3	25·3	..
of which to United Kingdom		0·8	0·9	0·9	1·6	1·9	2·1	..
Mineral fuels	3	0·3	0·3	0·4	0·5	1·0	1·4	..
of which to United Kingdom		0·0	0·0	0·0	0·0	0·0	0·0	..
Chemicals and manufactures classified by material	5 and 6	260·4	268·2	285·4	314·7	351·8	393·4	..
of which to United Kingdom		14·3	15·9	17·5	20·3	25·8	29·0	..
Machinery and scientific instruments	71, 72 and 86	315·2	351·3	384·7	411·1	444·0	494·1	..
of which to United Kingdom		17·7	19·4	21·8	24·7	29·0	34·1	..
Transport equipment	73	3·9	4·6	5·4	4·0	4·2	6·4	..
of which to United Kingdom		0·2	0·2	0·3	0·4	0·4	0·5	..
Other manufactured goods	8 less 86	38·4	44·8	50·0	54·4	60·8	69·0	..
of which to United Kingdom		4·0	4·1	3·8	4·3	5·4	5·8	..
SELECTED COMMODITIES:								
Dyeing, tanning and colouring materials	53	35·8	37·5	38·4	43·4	51·3	51·8	..
of which to United Kingdom		2·4	2·4	2·6	3·0	3·5	3·6	..
Medical and pharmaceutical products	54	41·8	45·1	49·1	53·7	57·9	65·0	..
of which to United Kingdom		0·5	0·6	0·6	0·6	0·7	1·1	..
Textile yarn, fabrics and made-up articles	65	67·4	68·5	71·1	73·9	80·5	83·5	..
of which to United Kingdom		4·4	4·1	3·6	4·1	4·9	4·9	..
Machinery and appliances (non-electric)	719	93·8†	50·2	57·6	61·7	67·0	74·0	..
of which to United Kingdom		6·0†	2·8	3·6	3·5	5·2	5·9	..
Machinery, electric	72	42·6	51·1	53·4	59·4	64·6	75·7	..
of which to United Kingdom		1·5	1·5	1·8	2·1	2·6	3·4	..
Watches and clocks	864	86·4	108·6	118·0	123·8	134·9	148·5	..
of which to United Kingdom		3·3	4·6	4·7	5·3	6·1	7·8	..

UNITED KINGDOM — EXPORTS (excluding re-exports)

£ million (f.o.b.)

	S.I.T.C. section, division or group	1961	1962	1963	1964	1965	1966 (January to September)
TOTAL	0 to 9	3,796·0	3,904·6	4,211·1	4,411·6	4,723·9	3,667·6
of which to EFTA		483·5	519·1	557·9	622·5	666·5	543·6
Food, beverages and tobacco	0 and 1	213·6	220·3	255·8	283·0	297·9	228·4
of which to EFTA		11·6	13·8	22·5	22·0	22·6	21·3
Crude materials, oils and fats	2 and 4	136·3	146·9	160·9	158·2	151·0	115·4
of which to EFTA		21·9	23·1	24·1	27·3	25·4	17·6
Mineral fuels	3	123·5	146·2	164·7	138·6	133·4	98·0
of which to EFTA		55·9	57·9	66·8	61·5	61·4	52·9
Chemicals and manufactures classified by material	5 and 6	1,336·5	1,356·3	1,410·8	1,549·3	1,649·9	1,248·0
of which to EFTA		160·9	173·4	179·4	217·8	234·8	187·4
Machinery and scientific instruments	71, 72 and 86	1,108·5	1,149·6	1,252·8	1,265·2	1,361·9	1,093·1
of which to EFTA		121·4	132·3	134·6	147·3	159·8	129·4
Transport equipment	73	573·1	573·9	630·1	653·3	724·1	590·1
of which to EFTA		80·1	87·1	94·7	98·8	109·8	94·6
Other manufactured goods	8 less 86	180·7	190·6	205·1	227·0	257·4	189·4
of which to EFTA		17·2	19·4	22·6	27·8	32·2	25·1
EXPORTS OF SELECTED COMMODITIES TO EFTA							
Chemical elements and compounds	51	9·8	10·4	11·7	13·1	14·2	10·1
Plastic materials	58	10·4	11·6	13·0	16·2	17·4	14·1
Textile yarn, fabrics and made-up articles	65	32·4	36·9	42·7	51·4	53·8	39·0
Iron and steel	67	34·7	35·1	30·6	36·9	38·5	29·2
Non-ferrous metals	68	17·3	18·4	16·7	19·4	23·5	20·2
Machinery, non-electric	71	86·5	93·5	92·9	96·9	106·4	89·2
Machinery, electric	72	27·5	29·7	30·6	36·9	37·5	27·9
Clothing	84	5·1	5·8	7·9	9·3	10·6	8·3
Scientific instruments	86	7·4	9·1	11·2	13·4	15·9	12·3

£ million (c.i.f.)

SWEDEN — IMPORTS

	S.I.T.C. section, division or group	1960	1961	1962	1963	1964	1965	1966 (January to June)
TOTAL	0 to 9	1,029·5	1,042·3	1,111·3	1,209·4	1,375·0	1,563·8	824·4
of which from United Kingdom		134·3	147·0	159·6	180·9	207·3	229·5	131·2
Food, beverages and tobacco	0 and 1	118·0	121·0	133·2	146·0	168·7	172·8	96·3
of which from United Kingdom		3·2	3·3	3·9	5·5	8·1	7·8	4·1
Crude materials, oils and fats	2 and 4	92·3	92·5	75·1	91·0	101·8	118·3	57·8
of which from United Kingdom		6·3	6·5	7·2	8·4	9·4	9·6	4·5
Mineral fuels	3	144·8	141·4	149·2	163·6	173·0	171·0	88·4
of which from United Kingdom		26·3	21·3	25·3	27·3	30·2	29·8	17·9
Chemicals and manufactures classified by material	5 and 6	330·3	317·6	330·3	348·2	411·1	482·3	251·5
of which from United Kingdom		48·9	51·3	55·6	60·1	70·5	78·8	39·4
Machinery and scientific instruments	71, 72 and 86	191·6	216·8	236·6	250·8	284·6	336·9	182·8
of which from United Kingdom		29·6	38·1	40·4	48·9	52·3	58·9	34·1
Transport equipment	73	93·0	86·3	106·0	124·1	138·7	166·9	88·6
of which from United Kingdom		13·1	16·4	20·5	22·6	26·4	32·1	22·3
Other manufactured goods	8 less 86	54·4	59·6	66·4	79·5	94·8	113·2	56·4
of which from United Kingdom		5·3	5·5	6·0	7·5	9·4	11·6	5·5
SELECTED COMMODITIES:								
Petroleum and its products	33	123·0	120·4	128·3	141·2	147·2	148·1	78·3
of which from United Kingdom		22·5	18·0	22·3	24·5	27·0	27·3	16·9
Textile yarn, fabrics and made-up articles	65	62·9	64·6	71·0	79·9	88·8	94·4	44·7
of which from United Kingdom		9·3	9·5	10·9	14·0	15·9	17·5	8·5
Iron and steel	67	80·5	67·8	60·9	58·3	73·5	88·3	44·4
of which from United Kingdom		11·2	11·4	10·7	10·7	13·1	12·4	7·2
Machinery and appliances (non-electric)	719	58·5†	48·6	52·3	58·6	69·5	87·1	..
of which from United Kingdom		10·7†	9·5	10·0	12·1	14·1	17·0	..
Machinery, electric	72	65·3	69·3	73·0	78·6	89·8	105·6	56·9
of which from United Kingdom		7·0	8·9	9·3	10·4	12·0	14·4	8·0
Road motor vehicles	732	67·1	72·8	80·5	93·8	109·9	129·3	..
of which from United Kingdom		12·2	14·4	18·4	21·1	24·2	27·9	..

SWITZERLAND — IMPORTS

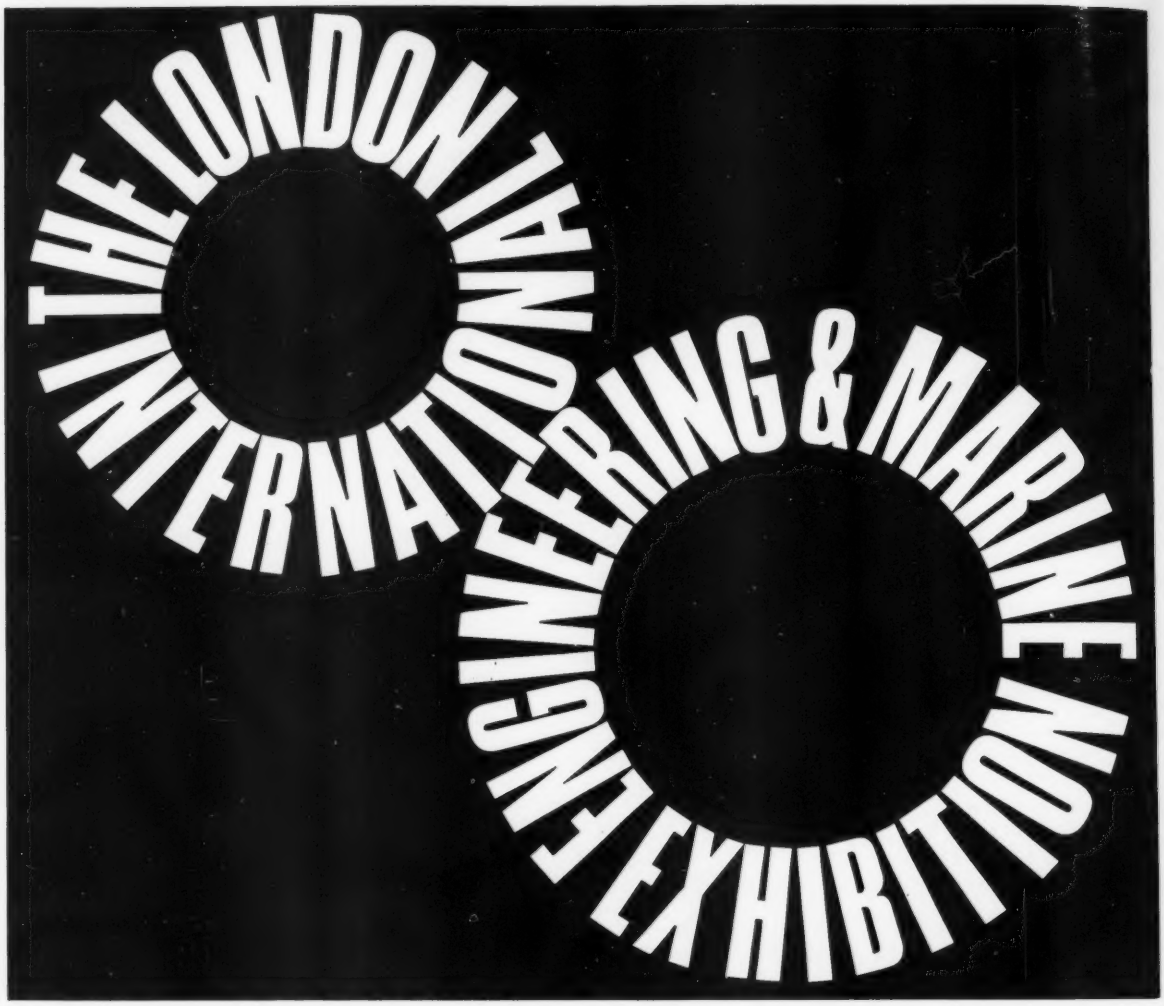
TOTAL	0 to 9	797·3	961·9	1,071·6	1,155·2	1,282·6	1,311·2	678·0
of which from United Kingdom		47·1	56·0	66·9	76·5	91·9	95·3	51·7
Food, beverages and tobacco	0 and 1	133·8	145·4	164·7	178·4	202·7	209·8	..
of which from United Kingdom		2·4	1·9	2·8	4·7	5·5	4·7	..
Crude materials, oils and fats	2 and 4	79·1	91·5	89·8	93·1	100·9	96·6	..
of which from United Kingdom		3·5	3·8	4·2	4·1	4·2	3·9	..
Mineral fuels	3	66·0	66·0	71·8	95·9	82·9	82·5	..
of which from United Kingdom		1·0	1·2	1·4	1·4	1·0	1·0	..
Chemicals and manufactures classified by material	5 and 6	271·8	332·1	347·8	360·6	411·8	434·6	..
of which from United Kingdom		18·1	24·6	26·2	28·0	33·0	37·4	..
Machinery and scientific instruments	71, 72 and 86	119·3	167·2	202·6	216·2	239·2	239·9	..
of which from United Kingdom		9·9	12·3	15·3	16·2	20·4	19·3	..
Transport equipment	73	61·0	79·4	103·9	100·8	111·3	105·0	..
of which from United Kingdom		7·5	7·8	11·3	13·7	17·5	18·3	..
Other manufactured goods	8 less 86	62·5	76·5	87·7	104·8	126·2	131·4	..
of which from United Kingdom		3·3	4·2	5·3	6·5	7·7	8·5	..
SELECTED COMMODITIES:								
Petroleum and its products	33	48·4	50·4	55·7	75·0	66·9	68·8	..
of which from United Kingdom		0·9	1·0	1·2	1·1	0·9	0·9	..
Textile yarn, fabrics and made-up articles	65	36·2	41·4	45·6	52·4	58·3	59·6	..
of which from United Kingdom		3·5	4·6	5·1	6·0	7·3	8·3	..
Iron and steel	67	67·0	87·6	84·1	76·0	81·2	87·1	..
of which from United Kingdom		1·9	2·7	2·4	2·0	2·5	2·5	..
Machinery and appliances (non-electric)	719	50·5†	45·3	57·6	58·5	64·7	66·5	..
of which from United Kingdom		4·4†	3·0	4·0	4·4	4·9	4·8	..
Machinery, electric	72	31·2	46·3	52·5	58·1	68·9	75·8	..
of which from United Kingdom		2·0	2·9	3·9	3·8	5·9	6·4	..
Road motor vehicles	732	46·7	67·1	81·3	81·0	89·3	86·7	..
of which from United Kingdom		4·4	7·3	10·6	12·3	16·0	17·0	..

UNITED KINGDOM — IMPORTS

£ million (c.i.f.)

	S.I.T.C. section, division or group	1961	1962	1963	1964	1965	1966 (January to September)
TOTAL	0 to 9	4,546·4	4,627·7	4,983·4	5,696·1	5,763·5	4,537·9
of which from EFTA		557·0	553·9	608·2	747·0	782·6	638·2
Food, beverages and tobacco	0 and 1	1,484·5	1,569·4	1,675·8	1,771·1	1,710·7	1,286·2
of which from EFTA		153·5	162·8	175·4	194·8	202·6	162·5
Crude materials, oils and fats	2 and 4	1,009·1	924·8	990·3	1,118·6	1,110·9	812·2
of which from EFTA		193·1	169·9	182·6	220·1	227·3	164·7
Mineral fuels	3	482·1	532·8	557·8	583·6	616·8	475·5
of which from EFTA		0·5	1·5	2·0	1·9	1·9	1·4
Chemicals and manufactures classified by material	5 and 6	975·0	954·9	1,050·4	1,324·1	1,371·3	1,144·8
of which from EFTA		138·1	134·4	159·9	212·0	221·2	203·9
Machinery and scientific instruments	71, 72 and 86	358·1	369·6	400·3	520·4	568·7	501·1
of which from EFTA		50·8	54·7	58·9	73·6	82·8	71·4
Transport equipment	73	50·8	69·9	60·3	90·4	109·5	80·9
of which from EFTA		3·6	11·6	3·8	13·3	14·5	6·3
Other manufactured goods	8 less 86	146·9	162·0	190·6	225·9	204·0	176·3
of which from EFTA		15·0	16·3	21·9	27·0	24·8	21·8
IMPORTS OF SELECTIVE COMMODITIES FROM EFTA							
Meat and meat preparations	01	86·3	89·7	92·6	104·5	104.5	88·3
Dairy products and eggs	02	39·0	42·4	50·6	53·9	55·0	41·0
Wood, lumber and cork	24	71·4	59·3	60·3	70·9	67·5	47·3
Pulp and waste paper	25	80·4	73·5	82·0	98·3	99·5	73·7
Paper, paperboard and manufactures thereof	64	45·1	47·3	54·9	65·9	63·4	57·7

[a] Growth rates have been calculated by fitting a straight line to the logarithms of the data.
† Group 716 of original S.I.T.C. which is now covered by groups 717, 718 and 719 of the S.I.T.C. (Revised).



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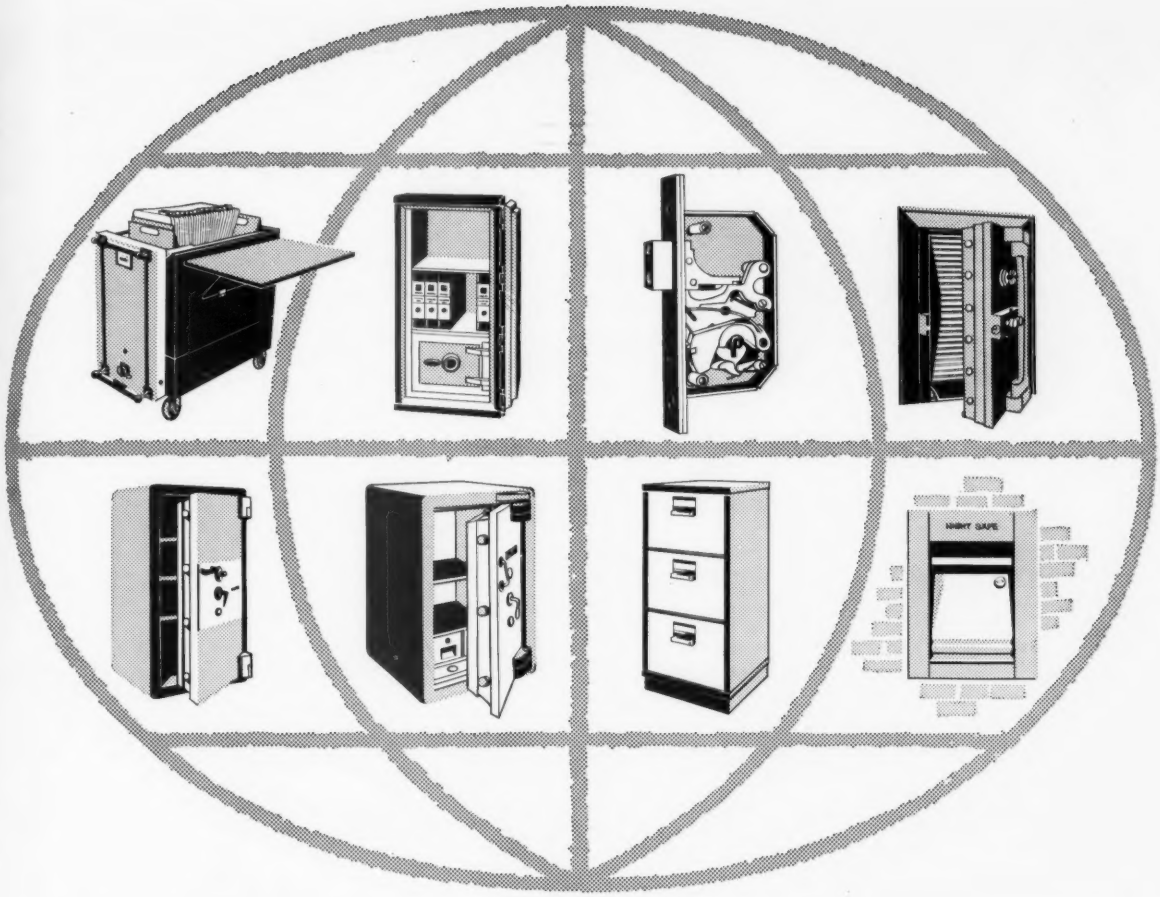

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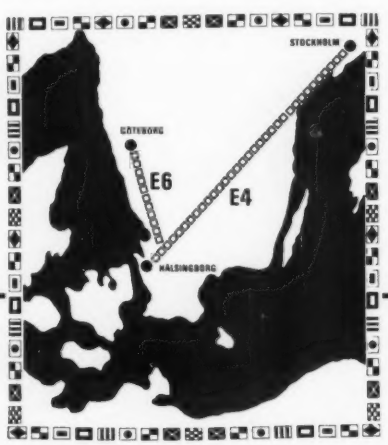

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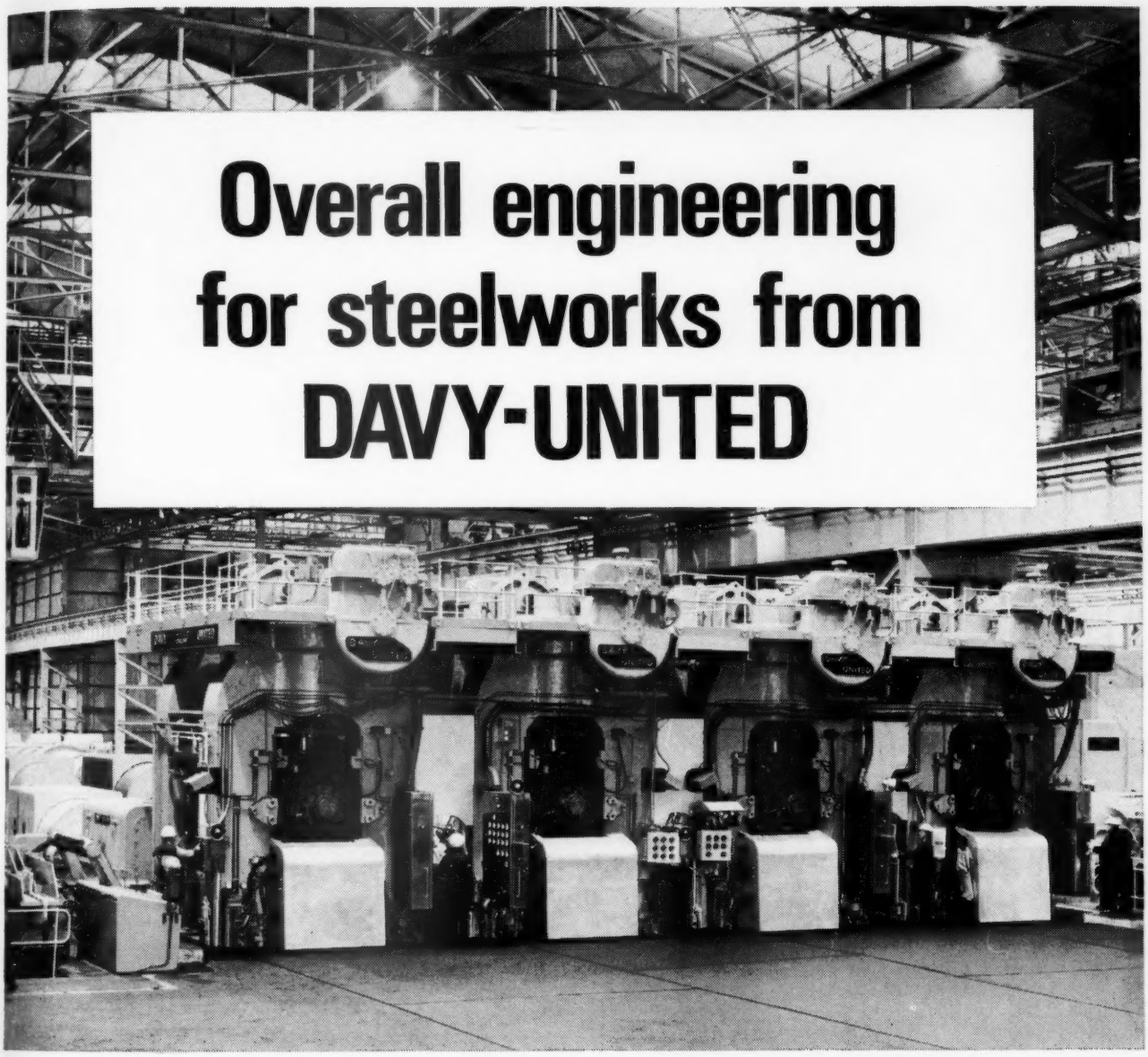

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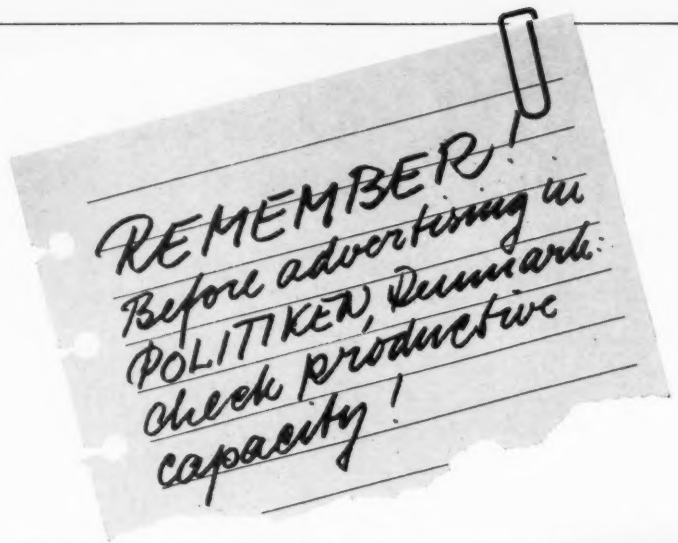

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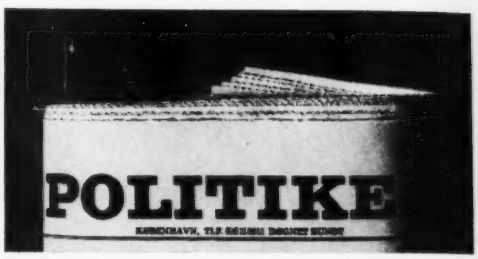

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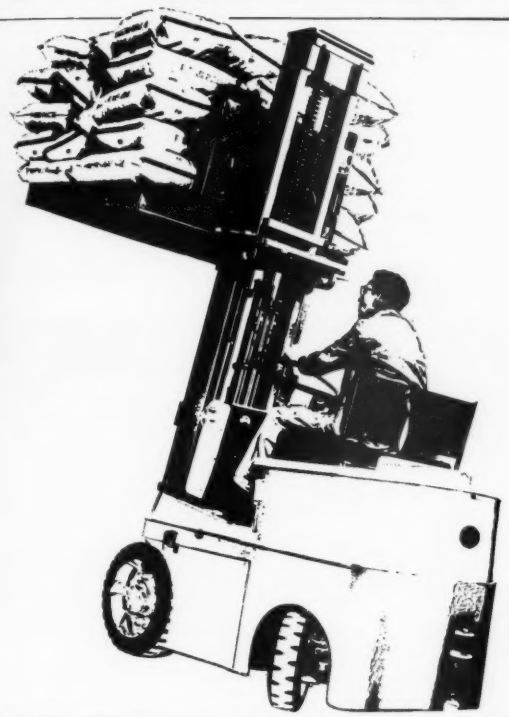

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HALL'S EXPORT BUILDINGS

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For more than thirty years Hall's of Paddock Wood have been continuously concerned with fast timber building techniques. During this time they have gained an outstanding reputation for designing and manufacturing high quality accommodation in the absolute minimum time.

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Hall's philosophy is based on fitness for purpose and their design group handles the widest range of projects. This means designing for virtually every application in any geographical and climatic environment, observing local customs and requirements and fully understanding the special problems of export sales.

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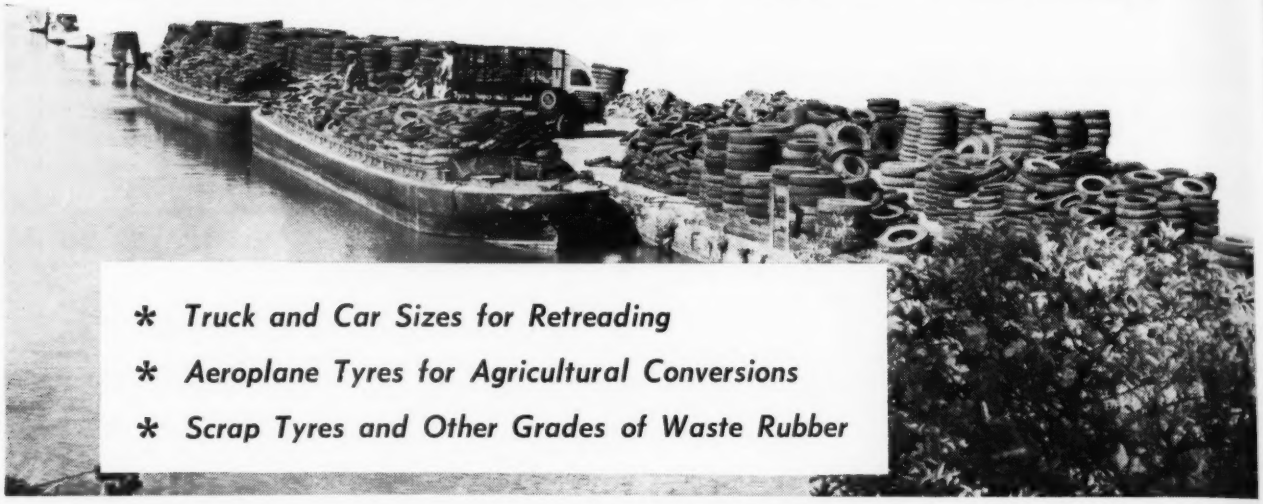

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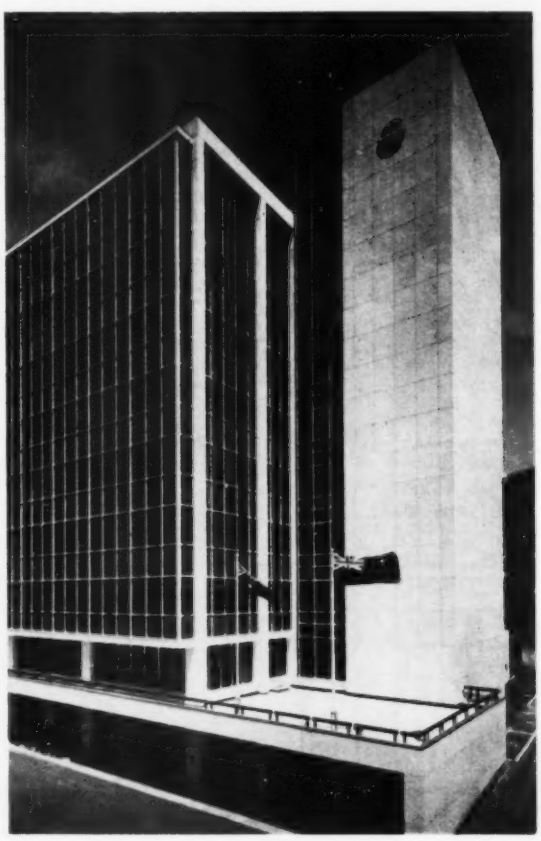

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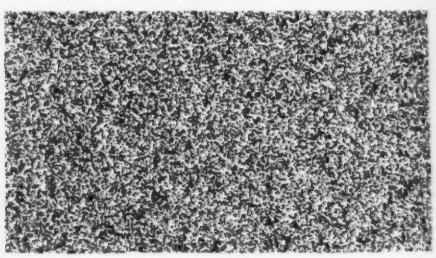

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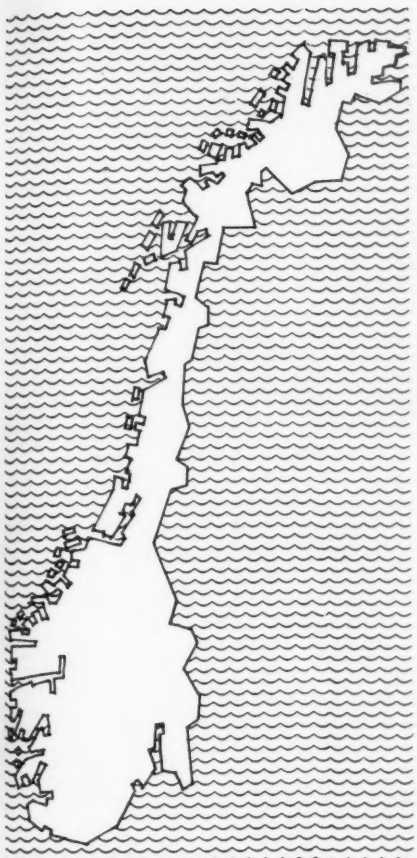

information on norway? ask the newspapers!

Information is the newspapers' business. Information for its readers in the form of news, information for its advertisers and potential advertisers in the form of market data. The leading Norwegian newspapers are well organized and well represented in London. They believe in helping themselves by helping the British exporter to get started in the Norwegian market.

The Powers Norwegian Group consists of nine of the country's largest newspapers, each independent, each the biggest and most influential in its area, covering 70% of the homes in the cities where they are published and over 40% of all Norwegian households — and a much higher percentage of the nation's buying power.

Through our London office — staffed by Norwegians and others who know the market thoroughly — we provide market and advertising information to all who are interested.

If you decide to visit Norway and see for yourself, you are most welcome to call on any member newspaper and discuss your problems. We shall be glad to give you the benefit of our local knowledge and to effect the necessary introductions.

NORWAY

is an EFTA country. British manufacturers should now regard it as an extension of the home market.

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9 big newspapers covering the main population areas of Norway

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JOSHUA B. POWERS Ltd.

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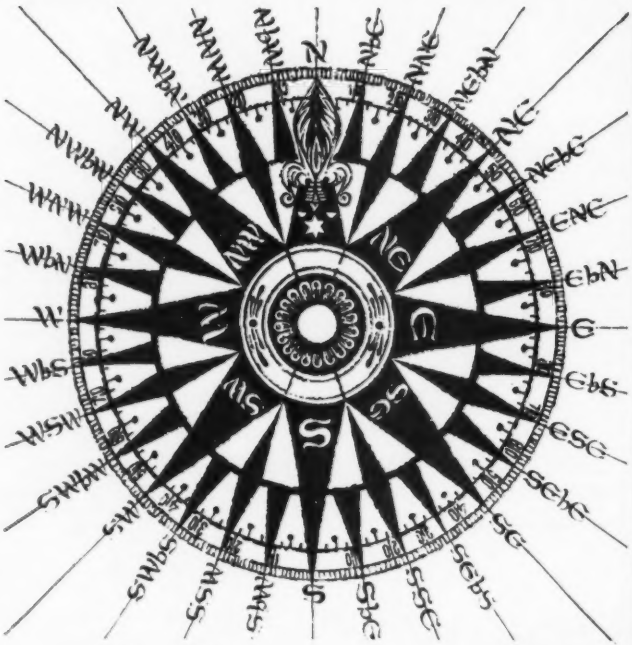

Finland's most important exhibition event in 1967:

NAVIGARE 67

International Maritime Exhibition 15 – 24.9.1967

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NAVIGARE 67 – display classification

I Shipbuilding, II Shipbuilding supplies and ships' interiors, III Shipping lines and cargo and passenger shipping, IV Boat building and engines, V Ports and harbours, VI Fishing, VII Oceanography and research, VIII Safety at sea, IX Maritime organisations, X Other aspects of the exhibition theme, as far as space permits.

Registrations for NAVIGARE 67 should be sent in by the end of February, 1967.

Further details:

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DANISH MARKET?

(see below!)

Denmark is an attractive market for exporters in other EFTA-countries. The consumption development in Denmark and forecast for further expansion within this field — as drawn up by professors Bjarke Fog and Arne Rasmussen at the Copenhagen School of Economics — outline a very rosy future in marketing for exporters. By 1980 the turnover in Danish retail trade is expected to have increased by 70 per cent. Will YOU be there to get your share? And how will you get in contact with your future customers? Best through advertising in BERLINGSKE TIDENDE.

Founded in 1749, Berlingske today is Denmark's biggest daily - leading in circulation, in readership and in advertising. No other Danish newspaper offers a link with so many people at a time. Your ads in Berlingske will be read by more consumers, more housewives, more well-to-do families than any other daily can reach.

Speaking of money . . . 44 per cent of all Danes in families with yearly incomes over D.kr. 34.000 read Berlingske Sunday, while 28 per cent in this group read Berlingske on weekdays.

Moreover, Berlingske is the Danish businessman's newspaper par excellence. According to Gallup, your advertising in Berlingske will be read by every fourth senior executive and every sixth head of business in the whole country, i.e. a high proportion of those people who make the final decisions concerning production and imports in Denmark.

On Sundays Berlingske covers every fourth Dane, and on weekdays covers every third Copenhagener.

In short — Berlingske is the shortest way to the Danish market!

Further information about Berlingske and the Danish market upon request.

Net circulation (Danish A.B.C.) 1st half 1966: Sundays 333,952, weekdays 173,730.

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DENMARK's BIGGEST DAILY

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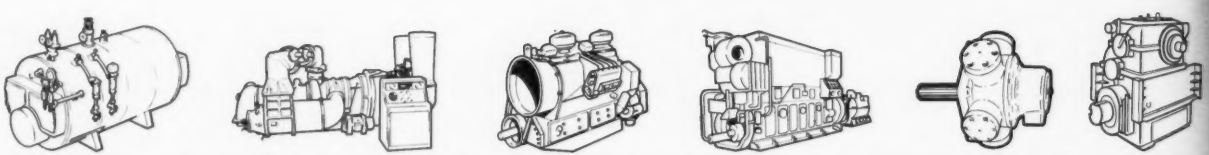

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Programme of

OVERSEAS TRADE PROMOTIONS, 1967-68

Overseas fairs, British Weeks and store promotions taking place with Board of Trade assistance — SECTION 1

This is the fifth of a series of supplements to be published every four months (first published on November 19, 1965) designed to help British firms in making their forward plans for exhibiting abroad.

Section I of this supplement lists the events over the next two years for which Board of Trade support is already being planned. Information in Section I is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. Abbey 7877, except where otherwise shown).

The supplement includes as Section II (Europe) Section III (outside Europe) and Section IV (United Kingdom)* the list of trade fairs hitherto published separately every three months. Amendments and additions to this supplement will be shown in the first issue of each intervening month.

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit making bodies and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

**Included for easy reference*

EUROPE

WESTERN EUROPE—1967

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 1-5, 1967.
A joint venture with the British Oil and Gas Firing Equipment Manufacturers' Association (10 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Paris: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-19, 1967.
A joint venture with the British Electrical and Allied Manufacturers' Association (3 firms).
(Mr. R. J. Ager, Ext. 2783).

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 4-19, 1967.
An official information stand manned by representatives of the British Consulate at Cagliari.
(Miss F. King, Ext. 2782).

Utrecht: ROYAL NETHERLANDS INDUSTRIES SPRING FAIR – March 6-14, 1967.
Joint ventures with: (1) The Building Materials Export Group (12 firms), (2) The Society of British Gas Industries (8 firms), (3) The Engineering and Building Centre, Birmingham (15 firms).
(Mr. T. E. Kerfoot, Ext. 3071).

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 7-12, 1967.
A joint venture with the Agricultural Engineers' Association (12 firms).
(Mr. R. J. Ager, Ext. 2783).

Caen: BRITISH CULTURAL AND SHOPPING WEEK – March 9-16, 1967.
Although this relatively modest promotion, like the others held in Caen in recent years, will be primarily of a cultural nature, the Caen Chamber of Commerce is seeking to bring a worthwhile commercial element into it. The initial response of the Caen shops is encouraging, and United Kingdom manufacturers seeking outlets in Caen are invited to write to: The Secretariat, Union Commerciale et Industrielle de Caen, 1 rue Jean-Marot, 14, Caen, France.
The Board of Trade will be supplying display material to the participating shops, and a programme of supporting events is being drawn up by the organizers in Caen.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Brussels: SIXTEENTH INTERNATIONAL INVENTORS' EXHIBITION – March 9-19, 1967.
A joint venture with the Institute of Patentees and Inventors.
(Mr. T. E. Kerfoot, Ext. 3071).

Geneva: INTERNATIONAL MOTOR EXHIBITION – March 9-19, 1967.
A joint venture with the Society of Motor Manufacturers and Traders (24 firms).
(Miss F. King, Ext. 2782).

Copenhagen: BRITISH AUTUMN 1967 FASHION COLLECTIONS – March 12-14, 1967.
A joint venture with the Clothing Export Council at the Palace Hotel, Copenhagen (16 firms).
(Miss M. S. Jones, Ext. 2788).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 12-15, 1967.
A joint venture with the Clothing Export Council (10 firms).
(Mr. P. R. Clay, Ext. 3559).

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 12-20, 1967.
A joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 2782).

(*Continued on next page*)

Metz: BRITISH SHOPPING WEEK – March 29-April 9, 1967.
Inspired by the success of the full-scale British Week in Lyons last October, a local committee in Metz is organizing a promotion of British consumer goods to run concurrently with ExpoMetz, the International Trade Fair. So far 200 shops have expressed a desire to participate.
A fairly extensive programme of supporting events is envisaged, including a double-decker bus, policemen and a window-dressing competition. The Board of Trade will be supplying display material and helping in other ways. The London Chamber of Commerce has been invited by the Metz authorities to be co-sponsors of the promotion.
Further information can be obtained from Mr. Sam Black, Public Relations Adviser to the Chamber, 68 Queen Street, London, E.C.4 (Tel. City 4444). Manufacturers seeking outlets for their products in Metz are invited to contact Mr. J. S. A. Selwyn, British Consulate-General, BP42, 10 rue du General Castelnau, Strasbourg (Bas Rhin), France.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Metz: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 29-April 9, 1967.
A joint venture with the London Chamber of Commerce (57 firms).
(Mr. A. G. Pearson, Ext. 3071).

Stockholm: NORRMALMS LIVSMEDAL AB – April 1967.
This promotion, which was cancelled last November, will now take place, as originally planned, in April. It will feature a wide range of British foodstuffs.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Oldenburg, W. Germany: HORTENS GmbH STORE PROMOTION – April 1-9, 1967.
This is a similar promotion to that mounted by Hortens in Viersen last autumn and will cover several British lines over a wide range of consumer goods.
Manufacturers wishing to contact Hortens should make their approach through Mr. C. G. Hart, British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a, W. Germany.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Gothenburg: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-9, 1967.
Joint ventures with (1) The Dock and Harbour Authorities Association (8 ports), (2) The British Marine Equipment Council (12 firms), and an information stand manned by the Shipbuilding Conference.
(Miss M. S. Jones, Ext. 2788).

Munich: FASHION WEEK – April 2-6, 1967.
A joint venture with the Clothing Export Council (12 firms).
(Mr. P. R. Clay, Ext. 3559).

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 5-10, 1967.
Joint ventures with the Radio and Electronic Component Manufacturers' Federation and the Electronic Valve and Semi-Conductor Manufacturers' Association.
(Mr. R. J. Ager, Ext. 2783).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 8-10, 1967.
A joint venture with the British Footwear Manufacturers' Federation (8 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Vienna: LADIES' FASHION SHOW – April 9-12, 1967.
A joint venture with the Clothing Export Council.
(Miss F. King, Ext. 2782).

Berlin: FASHION WEEK – April 10-21, 1967.
A joint venture with the Clothing Export Council (9 firms).
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 14-16, 1967.
Joint ventures with the Junior Fashion Group of London (8 firms) and the British Nursery Goods Association (7 firms).
(Mr. J. A. Swinton, Ext. 2777).

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1967.
An information stand manned by representatives of the Consulate-General in Milan.
A joint venture with the Jewellery Trade Export Group.
(Miss F. King, Ext. 2782).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – April 15-20, 1967.
A joint venture with the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783).

Brussels: INTERNATIONAL TRADE FAIR – April 15-26, 1967.
A display of British goods preparatory to the British Week in Brussels and organized on joint venture terms in co-operation with trade associations.
An information stand manned by representatives of the British Embassy, Brussels.
(Mr. T. E. Kerfoot, Ext. 3071).

Amsterdam: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – April 16-19, 1967.
A probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071).

Stockholm: NORRMALMS LIVSMEDEL AB – STORE PROMOTION – April 17-22, 1967.
This company operates a chain of 27 self-service food stores in the Stockholm area with a turnover of about £8 million. The theme of the promotion will be British food and eating habits and will include features of interest to potential visitors to Britain.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Utrecht: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 19-26, 1967.
A joint venture with the London Chamber of Commerce (24 firms).
(Mr. T. E. Kerfoot, Ext. 3071).

Pirmasens (W. Germany): INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – April 22-27, 1967.
A joint venture with the British Leather Federation (17 firms) and an information stand manned by the Shoe and Allied Trades Research Association.
(Mr. R. M. D. Ure, Ext. 2436).

Lille: INTERNATIONAL TRADE – April 22-May 7, 1967.
An information stand manned by representatives of the British Consulate-General, Lille.
(Mr. A. G. Pearson, Ext. 3071).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 23-27, 1967.
A joint venture with the Clothing Export Council (14 firms).
(Mr. P. R. Clay, Ext. 3559).

Frankfurt: INTERNATIONAL FUR FAIR – April 26-30, 1967.
A joint venture with the British Fur Trade Association (20 firms).
(Mr. P. R. Clay, Ext. 3559).

Berne: LOEB BROTHERS LTD. – STORE PROMOTION – April 27-May 13, 1967.
This is the principal department store in Switzerland's capital. The promotion will feature an illuminated representation of Tower Bridge, the creation of London shopping streets within the store, an exhibition of Churchilliana and visits by British policemen, a guardsman and a piper. The whole range of consumer goods is available from the store's 100 departments and the quality of this merchandise is very high.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Hanover: HANOVER FAIR – April 29-May 7, 1967.
Joint ventures with (1) British Electrical and Allied Manufacturers' Association (9 firms), (2) Business Equipment Trades Association (14 firms), (3) British Valve Manufacturers' Association (11 firms), (4) Machine Tool Trades Association (7 firms), (5) British Stationery and Office Equipment Association (8 firms) and (6) British Ophthalmic Lens Manufacturers' Association (3 firms). Trade information stands manned by the British Photographic Export Group and the Association of Hydraulic Equipment Manufacturers, and an Official British Information Office.
(Mr. P. R. Clay, Ext. 3559).

Amsterdam: INTERNATIONAL PHILATELIC EXHIBITION (AMPHILEX 67) – May 11-21, 1967.
A joint venture with the Philatelic Traders' Society. Firms interested in participation should contact the society.
(Mr. T. Kerfoot, Ext. 3071).

Paris: INTERNATIONAL EXHIBITION FOR THE SAFETY AND PROTECTION OF PEOPLE AND GOODS (EUROPROTECTION) – May 13-22, 1967.
A joint venture with the London Chamber of Commerce (22 firms).
(Mr. R. J. Ager, Ext. 2783).

Gijon: FIRST INTERNATIONAL MINING AND GEOLOGICAL EQUIPMENT FAIR – May 15-23, 1967.
Joint venture with the Associations of British Mining Equipment Exporters (15 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Paris: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – May 16-25, 1967.
A joint venture with the Building Materials Export Group (20 firms).
(Mr. R. J. Ager, Ext. 2783).

Brussels: DISPLAY BY THE BRITISH FURNITURE MANUFACTURERS – May 18-21, 1967.
A joint venture with the British Furniture Manufacturers' Federated Associations. Firms interested in participation should contact the Federation.
(Mr. T. Kerfoot, Ext. 3071).

Paris: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 19-28, 1967.
Trade information stand manned by the Association of Hydraulic Equipment Manufacturers.
(Mr. R. J. Ager, Ext. 2783).

Gothenburg: SWEDISH TRADE FAIR – May 19-28, 1967.
Joint venture with (1) the Federation of Sussex Industries (27 firms), (2) the Northern Ireland Chamber of Commerce and Industry (5 firms). Firms interested in participation should contact the Trade Association.
(Mrs. I. M. Janzen, Ext. 2489).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 23-26, 1967.
A joint venture with the Textile Promotion Consultative Committee (35 firms).
(Mr. J. A. Swinton, Ext. 2777).

Utrecht: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM 1967) – May 23-27, 1967.
A joint venture with the British Agricultural Export Council. Firms interested should contact the Association.
(Mr. T. E. Kerfoot, Ext. 3071).

Oyonnax: INTERNATIONAL PLASTICS EXHIBITION – May 24-30, 1967.
A joint venture with the London Chamber of Commerce.
(Mr. A. G. Pearson, Ext. 3071).

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 26-June 4, 1967.
Ministry of Aviation thematic display and joint ventures with: (1) The Society of British Aero Space Companies (32 firms), (2) The Society of Environmental Engineers (22 firms) and (3) Kingston and Thames-side Export Club (6 firms).
(Mr. R. J. Ager, Ext. 2783).

Düsseldorf: INTERNATIONAL PAPER AND PRINTING EXHIBITION (DRUPA) – May 26-June 8, 1967.
A joint venture with the British Printing Machinery Association.
(Mr. R. M. D. Ure, Ext. 2436).

Palermo: MEDITERRANEAN FAIR – May 27-June 11, 1967.
Official Information Stand.
(Miss F. King, Ext. 2782).

Padua: INTERNATIONAL PADUA FAIR – May 31-June 13, 1967.
Official Information Stand.
(Miss F. King, Ext. 2782).

Copenhagen: INTERNATIONAL CONSTRUCTION MACHINERY EXHIBITION (E.67) – June 1-7, 1967.
A joint venture with the Federation of Manufacturers of Construction Equipment (10 firms).
(Miss M. S. Jones, Ext. 2788).

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1967.
Joint ventures with: (1) The Federation of British Rubber and Allied Manufacturers (5 firms), (2) The Birmingham Engineering and Building Centre (31 firms), (3) The Hardware Manufacturers Association (2 firms), (4) The Textile Promotion Consultative Committee (5 firms), possible joint venture with the British Ceramic Plant and Machinery Manufacturers Association. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Jonkoping (Sweden): EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA 67) – June 3-13, 1967.
Joint venture with Rural Industries Bureau and possible joint ventures with the British Agricultural Export Council and the Pony Societies. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Santarem: NATIONAL AGRICULTURAL FAIR – June 4-18, 1967.
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Hameln, W. Germany: MINOR BRITISH WEEK – June 18-25, 1967.
Plans are now well advanced for this self-generated Minor British Week. Hameln is a market town of about 50,000 people and serves as a centre for quite a large agricultural area. It also has a British garrison of about 3,500 soldiers and dependants.
Over 200 shops have expressed an interest to participate in the Week, including three food supermarkets. A programme of supporting events is being arranged, including an agricultural display, a motor show, and exhibitions of textiles, porcelain and silverware.
The Board of Trade will be supplying display material and assisting in other ways.
Manufacturers wishing to seek or expand outlets in Hameln should contact Mr. R. Geoffrey-Robinshaw, British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a, W. Germany.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Amberg: BAVARIA MINOR BRITISH WEEK – June 18-25, 1967.
Plans are now well advanced for this locally inspired and organized British Week which will be the first national Week of its kind ever held in Amberg.
Opportunities exist for a wide range of consumer goods especially men's and women's clothing, and it is quite possible that the commercial aspect of the Week will extend itself into a 'Fortnight' beginning on the 12th if enough British merchandise is offered to warrant such an extension.
The supporting programme of events will include a British 'Bobby', performances by the 10th Hussars and probably the signing of a twinning agreement with Argyllshire, who will be represented by a civic delegation.
Manufacturers wishing to seek or expand outlets should contact Mr. K. J. Green, British Consulate-General, 7 Akademiestrasse, 8000 Munich 13.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 18-26, 1967.
A joint venture with the British Pottery Manufacturers' Federation and a probable joint venture with the Glass Manufacturers' Federation.
(Mr. R. J. Ager, Ext. 2783).

Frankfurt: 15TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 21-29, 1967.
Joint ventures with: (1) British Chemical Plant Manufacturers' Association (58 firms), (2) Scientific Instrument Manufacturers' Association (19 firms), (3) Chemical Industries Association (6 firms) and (4) British Laboratory Ware Association (6 firms). A trade information stand manned by the Book Development Council.
(Mr. R. M. D. Ure, Ext. 2436).

Ancona: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 24-July 9, 1967.
A probable trade information stand and possible joint venture. Firms interested should contact their trade association.
(Miss F. King, Ext. 2782).

Bad Godesberg, W. Germany: MINOR BRITISH WEEK – July 1-8, 1967.
Over 150 shops have expressed an interest to participate in this self-generated Week. The Board of Trade is supplying substantial quantities of display material and it is hoped to include in

Bad Godesberg Minor British Week, *continued*

the programme of supporting events a British military band, policemen, and possibly a double-decker bus.
Manufacturers wishing to take advantage of these favourable conditions for all types of consumer goods in this exclusive residential suburb of Bonn should contact Mr. J. Hardman, British Embassy, 77 Friedrich-Ebert Allee, Bonn 53.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Naxxar: MALTA TRADE FAIR – July 1-15, 1967.
The Board of Trade is organizing a British pavilion on the theme of 'Hotel and Catering'.
(Mr. T. Kerfoot, Ext. 3071).

Paris: WORLD DENTAL CONGRESS – July 7-13, 1967.
A joint venture with the Association of British Dental Traders (13 firms).
(Mr. R. J. Ager, Ext. 2783).

Paris: 18TH INTERNATIONAL VETERINARY CONGRESS – July 17-22, 1967.
A joint venture with the Association of British Pharmaceutical Industry (8 firms).
(Mr. R. J. Ager, Ext. 2783).

Messina: INTERNATIONAL TRADE FAIR – August 7-21, 1967.
Official information stand.
(Miss F. King, Ext. 2782).

Malmö: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 11-20, 1967.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Hamburg: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August 18-27, 1967.
A possible joint venture with the Hardware Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

Izmir: INTERNATIONAL FAIR – August 20-September 20.
A British Pavilion organized by the British Chamber of Commerce of Turkey.
(Mr. J. M. Stuart, Ext. 2785).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 25-27, 1967.
Joint ventures with the Clothing Manufacturers' Federation of Great Britain (40 firms) and the British Menswear Guild. Firms interested in participation should contact either the Federation or the Guild immediately.
(Mr. J. A. Swinton, Ext. 2777).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 26-30, 1967.
A joint venture with the National Leather Goods and Saddlery Manufacturers' Association. Firms interested in participation should contact the Association immediately.
(Mr. P. R. Clay, Ext. 3559).

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 21-October 1, 1967.
A possible joint venture with the Federation of British Audio. Firms interested should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071).

Berlin: FASHION WEEK – September 4-13, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 7-9, 1967.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Dublin: IRISH AND INTERNATIONAL FOOD AND DRINKS FAIR – September 7-16, 1967.
A joint venture with the London Chamber of Commerce. Firms interested should contact the Chamber.
(Miss M. S. Jones, Ext. 2788).

Bari: INTERNATIONAL LEVANT FAIR – September 7-20, 1967.
Official information stand manned by representatives of the British Consulate, Bari.
(Miss F. King, Ext. 2782).

Paris: INTERNATIONAL LEATHER WEEK – September 8-13, 1967.
Possible joint ventures with appropriate trade associations. Firms interested should contact their associations.
(Mr. R. J. Ager, Ext. 2783).

Dieppe: 3RD FRANCO/BRITISH BIENNALE FAIR – September 9-17, 1967.
A joint venture with the Federation of Sussex Industries. Firms interested in participation should contact the Federation.
(Mr. A. G. Pearson, Ext. 3071).

Vienna: INTERNATIONAL TRADE FAIR – September 10-17, 1967.
The Board of Trade is considering arranging a British Section and also joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss F. King, Ext. 2782).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 14-17, 1967.
A joint venture with the Corsetry Manufacturers' Association of Great Britain (10 firms). Firms interested in participation should contact the Association immediately.
(Mr. J. A. Swinton, Ext. 3559).

Frankfurt: INTERNATIONAL MOTOR SHOW – September 14-24, 1967.
A joint venture with the Society of Motor Manufacturers and Traders (28 firms). Firms interested in participation should contact the Society immediately.
(Mr. J. A. Swinton, Ext. 2777).

Berlin: EUROPEAN AEROSOL MANUFACTURERS' EXHIBITION (FEA) – September 15-19, 1967.
A joint venture with the British Aerosol Manufacturers' Association (11 firms). Firms interested in participation should contact the Association immediately.
(Mr. R. M. D. Ure, Ext. 2436).

Helsinki: MARINE EXHIBITION (NAVIGARE '67) – September 15-24, 1967.
Possible joint ventures with: (1) The British Marine Equipment Council, (2) The British Hovercraft Association. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Brussels: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 16-24, 1967.
A possible joint venture with the Society of British Gas Industries.
(Mr. T. Kerfoot, Ext. 3071).

Hanover: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26, 1967.
A joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Liege: GRAND BAZAR DE LA PLACE ST. LAMBERT – STORE PROMOTION – September 21-28, 1967.
The theme of the store's Autumn fashion shows will be 'L'Angleterre'. There will be 10 shows in Liege and four in Verviers and the store's windows will be dressed accordingly. It is hoped to stage a supplementary exhibition based on the Battle of Britain.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 23-25, 1967.
Possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Copenhagen: DERES TOJ EKSPERT – STORE PROMOTION – September 25-October 9, 1967.
This organization consists of 100 independent shops through-

out Denmark retailing men's clothing. The Board of Trade will provide a large amount of display material to help the theme 'British Quality for Men'. A number of supporting features will be organized by DTE.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Basle: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 27-October 6, 1967.
A joint venture with the Textile Recorder (Machinery and and Accessories) Exhibition.
(Miss F. King, Ext. 2782).

Brussels: BRITISH WEEK – September 29-October 7, 1967.
Over 1,800 shopkeepers have been canvassed in Brussels, a large proportion of them having expressed the wish to display British goods during the Week.
The initial enthusiasm shown by the Belgians for this event has been mounting steadily throughout recent months and the Brussels Week should undoubtedly be one of the most successful of those held in Europe.
It is hoped that British manufacturers will take advantage of the goodwill that has been generated in Brussels by ensuring that their products are featured in the Brussels shops during the Week and that there are adequate stocks to meet the increased demand which normally arises during a British Week. The address of the British Week Office is 131 rue du Commerce, Brussels 4, Belgium. The Director of this office is Mr. S. John Peskett, OBE. Telephone Brussels 12.18.58 or 12.19.46. Telex 2026 – 23462.
(Mr. P. K. Guenebault, Ext. 3449).

Metz: INTERNATIONAL AUTUMN FAIR – September 27-October 8, 1967.
A possible joint venture with the British Mechanical Engineering Federation. Firms interested should contact the Federation.
(Mr. A. G. Pearson, Ext. 3071).

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISION (ANUGA) – September 30-October 8, 1967.
A joint venture with the British Food Export Council. Firms interested in participation should contact the Council immediately.
(Mr. J. A. Swinton, Ext. 2777).

Paris: AU PRINTEMPS MAJOR STORE PROMOTION – September/October 1967.
Au Printemps, one of the leading departmental stores in France, with some 50 provincial branches as well as its headquarters store in Paris is staging what might be the largest store promotion of British goods to be held in Europe in 1967. In addition to a very extensive promotion in Paris at least 30 of the provincial stores are expected to stage a special promotion of British goods.
All types of merchandise suitable for sale in a departmental store are being sought and United Kingdom manufacturers willing to offer their products should contact Le Directeur Commercial, SAPAC, 102 Rue de Provence, Paris 9e. The store is particularly seeking goods which are obviously British or can be offered to them on an exclusive basis. The Board of Trade will be supplying substantial quantities of display material and helping in a variety of ways.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Munich: FASHION WEEK – October 1-5, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Padua: MECHANICAL HANDLING AND STORAGE EXHIBITION – October 5-10, 1967.
Trade information stand manned by the Mechanical Handling Engineers' Association.
(Miss F. King, Ext. 2782).

Düsseldorf: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12, 1967.
A joint venture with the British Plastics Federation (16 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Orleans: INTERNATIONAL FLOWER EXHIBITION – October 6-15, 1967.
A joint venture with the Federation of British Horticultural Exporters (6 firms).
(Mr. A. G. Pearson, Ext. 3071).

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10, 1967.
A possible joint venture with the British Furniture Manufacturers' Federated Association. Firms interested should contact the Federation.
(Mr. A. G. Pearson, Ext. 3071).

Berlin: FASHION WEEK – October 9-20, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS ('FLUID 67') – October 10-15, 1967.
Possible joint venture with the Association of Hydraulic Equipment Manufacturers. Firms interested should contact the Association.
(Miss F. King, Ext. 2782).

Stockholm: TECHNICAL FAIR – October 12-18, 1967.
Joint venture with the Building Materials Export Group. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Gothenburg: THE SECOND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25, 1967.
Possible joint ventures with the Institute of Packaging and other appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 20-22, 1967.
Possible joint ventures with the Junior Fashion Group of London, Fashions for Children Export Group and the British Nursery Goods Association.
(Mr. J. A. Swinton, Ext. 2777).

Copenhagen: INTERNATIONAL TRADE FAIR – October 20-29, 1967.
Possible joint ventures with: (1) The British Cycle & Motor Cycle Industries Association, (2) The British Electrical and Allied Manufacturers' Association, (3) The Scottish Council Development and Industry, (4) The Jewellery Trade Centre Export Group, and other appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24, 1967.
Joint ventures with the Federation of British Manufacturers of Sports and Games and the Camping Trade Association of Great Britain.
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL EXHIBITION OF REPROGRAPHY – October 25-30, 1967.
A joint venture with the Drawing Office Material Manufacturers' and Dealers' Association (8 firms). Firms interested in participation should contact the Association immediately.
(Mr. J. A. Swinton, Ext. 2777).

Copenhagen: BRITISH FASHION EXHIBITION – Autumn 1967.
The British National Export Council, the British Import Union in Denmark, together with the British Embassy in Copenhagen, the Board of Trade and the Clothing Export Council are considering the possibility of staging a British Fashion Exhibition in Denmark next autumn.
(Miss M. S. Jones, Ext. 2788).

Turin: INTERNATIONAL MOTOR SHOW – November 1-12, 1967.
A possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the Society.
(Miss F. King, Ext. 2782).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – November 4-9, 1967.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – November 14-18, 1967.
Possible joint ventures with appropriate trade associations. Firms interested should contact their trade associations.
(Miss F. King, Ext. 2782).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 21-24, 1967.
A joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. J. A. Swinton, Ext. 2777).

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 23-December 3, 1967.
A probable joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Mr. R. J. Ager, Ext. 2783).

1968

Hamburg: BOAT SHOW – January 17-24, 1968.
Probable joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Cologné: INTERNATIONAL FURNITURE FAIR – January 23-28, 1968.
A joint venture with the British Furniture Manufacturers' Federated Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

Berlin: INTERNATIONAL GREEN WEEK – January 26-February 4, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Nuremberg: INTERNATIONAL TOY FAIR – February 11-16, 1968.
A probable joint venture with the British Toy Manufacturers Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Munich: INTERNATIONAL TRADE FAIR FOR BUILDING MATERIALS AND INTERIOR DECORATION (BAU) – February 17-25, 1968.
The Board of Trade will consider applications from the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 29-March 3, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Berlin: FASHION WEEK – March 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – March 2-7, 1968.
A probable joint venture with the National Leather Goods and Saddlery Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7, 1968.
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Munich: FASHION WEEK – March 31-April 4, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – April 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 1968.
Possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

Berlin: FASHION WEEK – April 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Gothenburg: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – April 3-7, 1968.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL FUR FAIR – April 24-28, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Hanover: HANOVER FAIR – April 27-May 5, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Hanover: INTERNATIONAL AIR SHOW – April-May 1968.
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Munich: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 5-12, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Stuttgart: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 11-19, 1968.
A joint venture with the Bakery Equipment Manufacturers' Society. Firms interested in participation should contact the Society immediately.
(Mr. J. A. Swinton, Ext. 2777).

Wiesbaden: INTERNATIONAL PETS TRADE FAIR – May 17-19, 1968.
A joint venture with the Pet Trade Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22, 1968.
A joint venture with the National Display Equipment Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24, 1968.
Probable joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. J. A. Swinton, Ext. 2777).

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Hanover: 9TH EUROPEAN EDUCATIONAL MATERIALS FAIR (DIDACTA) – June 7-11, 1968.
A joint venture with the Educational Equipment Association (43 firms). Firms interested in participation should contact the Association immediately.
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL FOUNDRY TRADE FAIR (GIFA) – June 20-26, 1968.
A joint venture with the Foundry Trades Equipment and Supplies Association Ltd. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Paris: INTERNATIONAL LEATHER WEEK – September 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Lausanne: INTERNATIONAL CONGRESS AND EXHIBITION OF PHOTOGRAMMETRY – September 1968.
A possible joint venture with the Scientific Instrument Manufacturers' Association. Firms interested should contact the Association.
(Miss F. King, Ext. 2782).

Cologne: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Berlin: FASHION WEEK – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Basle: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3, 1968.
A probable joint venture with the Hardware Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782).

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 19-22, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Munich: INTERNATIONAL EXHIBITION OF PROVISIONS AND FINE FOODS (IKOFA) – September 21-29, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Copenhagen: INTERNATIONAL ELECTRONICS AUTOMATION AND INSTRUMENTS EXHIBITION – September 27-October 4, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Stockholm: MAJOR BRITISH WEEK – September 27-October 5, 1968.
As announced at a special inaugural conference in Stockholm on Wednesday, March 1 the major British Week in Europe in 1968 will be in that city. It will follow the same general pattern as those that have been held so successfully in Düsseldorf, Copenhagen, Amsterdam, Milan and Lyons.
A British Week Office has been established in Stockholm with a team of four executives. It is hoped that many hundreds of shops will purchase and display British goods and as a first step these will be visited by staff from the British Week Office as soon as possible. A very comprehensive programme of supporting events and special features will also be arranged.
Manufacturers seeking further information should contact either the Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1. (Tel. Whitehall 3121), or the Board of Trade as below.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September-October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Berlin: FASHION WEEK – October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Milan: INTERNATIONAL PLASTICS FAIR (PLAST '68) – October 5-13, 1968.
A joint venture with the British Plastics Federation. Firms interested should contact the Federation.
(Miss F. King, Ext. 2782).

Munich: FASHION WEEK – October 6-10, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Düsseldorf: INTERNATIONAL EXHIBITION AND CONGRESS OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – November 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASUREMENT (ELECTRONICA) – November 6-13, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 19-22, 1968.
Probable joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. J. A. Swinton, Ext. 2777).

EASTERN EUROPE—1967

Budapest: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – April 1-8, 1967.
A joint venture with the Scientific Instrument Manufacturers' Association of Great Britain.
(Mr. J. Gallacher, Ext. 3558).

Zagreb: SPRING FAIR (MEDICAL SECTION) – April 15-23, 1967.
A joint venture with the Surgical Instrument, Equipment and Appliance Export Group (22 firms).
(Mr. J. Gallacher, Ext. 3558).

SPRING FAIR (TRANSPORT AND COMMUNICATIONS EXHIBITION) – April 15-23, 1967.
A joint venture with the British Marine Equipment Council (5 firms).
(Mr. J. Gallacher, Ext. 3558).

Moscow: INTERNATIONAL EXHIBITION MODERN MECHANICAL AND AUTOMATED EQUIPMENT, PACKING EQUIPMENT AND TRANSPORTATION CONVEYANCES FOR THE FOOD INDUSTRY – INPRODMASH '67 – May 16-29, 1967.
The Board of Trade will be organizing a British Pavilion.
(Mr. J. M. Stuart, Ext. 2785).

Belgrade: 11TH INTERNATIONAL TECHNICAL FAIR – May 19-29, 1967.
A Commercial inquiry stand.
(Mr. J. Gallacher, Ext. 3558).

Budapest: INTERNATIONAL FAIR – May 19-29, 1967.
The Board of Trade will be organizing a British Pavilion.
(Mr. J. Gallacher, Ext. 3558).

Sofia: BRITISH ENGINEERING WEEK – June 10-13, 1967.
A joint venture with the London Chamber of Commerce.
(Mr. J. M. Stuart, Ext. 2785).

Poznan: INTERNATIONAL TRADE FAIR – June 11-25, 1967.
The Board of Trade will be organizing a British Pavilion.
(Mr. J. Gallacher, Ext. 3558).

Moscow: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION INTERGORMASH '67 – July 8-19, 1967.
A joint venture with The Association of British Mining Equipment Exporters (30 firms).
(Mr. J. M. Stuart, Ext. 2785).

Moscow: INTERNATIONAL CLOTHING EXHIBITION (ODEZHDA '67) – August 22-September 5, 1967.
The Board of Trade have issued to industry proposals for a British Pavilion at this event. Firms interested in participation should contact the Board immediately.
(Mr. J. M. Stuart, Ext. 2785).

Brno: INTERNATIONAL TRADE FAIR – September 10-19, 1967.
An official information stand. Joint ventures with: (1) The Scientific Instrument Manufacturers' Association and (2) other appropriate trade associations.
(Mr. J. Gallacher, Ext. 3558).

Plovdiv: XXIII INTERNATIONAL FAIR – September 24-October 3, 1967.
The Board of Trade will be organizing a British Pavilion at this event.
(Mr. J. M. Stuart, Ext. 2785).

1968

Budapest: INTERNATIONAL TRADE FAIR – May 1968.
The Board of Trade is considering a British Pavilion.
(Mr. J. Gallacher, Ext. 3558).

Poznan: INTERNATIONAL TRADE FAIR – June 1968.
The Board of Trade is considering a British Pavilion.
(Mr. J. Gallacher, Ext. 3558).

PROGRAMME OF FORTHCOMING EVENTS IN THE USSR

The Board of Trade have been notified that the following exhibitions will be held in the USSR from 1968-1970.

Moscow: MUNICIPAL SERVICES AND DOMESTIC EQUIPMENT EXHIBITION – May 21-June 4, 1968.

Leningrad: INTERNATIONAL FISHING EXHIBITION (INRYBPROM '68) – July-August 1968.

Moscow: EXHIBITION OF MODERN EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES – May-June 1969.

Moscow: MODERN PRINTING MACHINERY EXHIBITION – September 1969.

Moscow: EXHIBITION OF MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY – May-June 1970.

Moscow: INTERNATIONAL CHEMISTRY EXHIBITION – September 1970.
Further information will be given as it becomes available.
(Mr. J. M. Stuart, Ext. 2785).

CANADA—1967

Toronto: NATIONAL SPORTSMAN'S SHOW – March 10-18, 1967.
A joint venture with the British Cycle and Motor Cycle Industries Association Ltd. (7 firms).
(Miss M. S. Jones, Ext. 2788).

Toronto: DISPLAY OF BRITISH FOOTWEAR – March 13-16, 1967.
A joint venture with the British Footwear Manufacturers' Federation at the Oak Room, Union Station.
(Miss M. S. Jones, Ext. 2788).

Toronto: DISPLAY OF BRITISH WOMEN'S WEAR – March 27-31, 1967.
A joint venture with the Clothing Export Council (20 firms).
(Miss M. S. Jones, Ext. 2788).

Montreal: BRITISH MOTOR SHOW – April 6-9, 1967.
A joint venture with the Society of Motor Manufacturers and Traders (11 firms).
(Miss M. S. Jones, Ext. 2788).

Toronto: DISPLAY OF BRITISH FOODSTUFFS – April 24-26, 1967.
A joint venture at the Lord Simcoe Hotel with the Food Manufacturers' Federation (50 firms).
(Miss M. S. Jones, Ext. 2788).

Toronto: DISPLAY OF BRITISH POTTERY – April 25-28, 1967.
A joint venture at the British Canadian Trade Association Showrooms with the British Pottery Manufacturers' Federation (6 firms).
(Miss M. S. Jones, Ext. 2788).

Toronto: BRITISH INDUSTRIAL TRADE FAIR (AS PART OF THE NATIONAL INDUSTRIAL PRODUCTION SHOW) – May 1-5, 1967.
Vancouver: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 17-27, 1967.
Inquiries about the proposed British participation in these events and the arrangements for the transfer of exhibits from Toronto to Vancouver, should be addressed to British Overseas Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Montreal: HENRY BIRKS AND SONS (MONTREAL) LTD. – May 1-13, 1967.
This promotion will feature British jewellery, silverware, china and leather goods. The store's London branch office is Henry Birks and Sons Ltd., 19/21 Hatton Garden, London, E.C.1.
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Toronto: DISPLAY OF BRITISH SMOKERS EQUIPMENT – May 16-20, 1967.
A joint venture with the Briar Pipe Manufacturers' Association.
(Miss M. S. Jones, Ext. 2788).

Toronto: NATIONAL INTERIOR DESIGN SHOW – May 23-25, 1967.
Joint ventures with: (1) The British Furniture Manufacturers' Federated Association, (2) The Federation of British Carpet Manufacturers, (3) The Tufted Carpet Manufacturers' Association. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Montreal: SHOE FAIR – October 1-3, 1967.
Possible joint ventures with: (1) The British Leather Federation, (2) The British Footwear Manufacturers' Federation. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Toronto: BRITISH WEEK – October 12-21, 1967.
Under joint patronage of the Prime Ministers of the United Kingdom and Canada this massive promotion of British consumer goods is jointly organized by the Board of Trade and the Committee for Exports to Canada (CECAN).
In Toronto the British Week Office is making the second round of calls on shops in the target areas and keen and growing interest is being shown by retailers.
In Britain a letter signed by Lord Brown, Minister of State, Board of Trade, and Sir Ralph Perring, chairman of the Toronto Week Steering Committee, has been sent to nearly 5,000 manufacturers urging them to take advantage of the Week. Where appropriate the letter was accompanied by lists of retailers who have expressed interest in products of the recipients' industries, and there has been a most encouraging response.
The CECAN Product Group Committees have continued to encourage firms and special Government supported samples displays or hard selling missions are being arranged to cover women's wear, footwear, food, pottery, giftware, cosmetics, tobacco and books. Carpet, furniture, toy and cycle, etc. manufacturers will also be showing their products at Toronto trade fairs. All are timed to enable orders to be delivered in good time for the Week.
The British Week Office (director, Raymond Jones) is at 200 University Avenue, Toronto 1, but firms should first apply for information to Miss Ann Roush, CECAN or the Board of Trade.
(Mr. A. H. Divers, Ext. 3373).

1968

Toronto: CANADIAN HARDWARE SHOW – February 1968.
A possible joint venture with the Federation of British Horticultural Exporters.
(Miss M. S. Jones, Ext. 2788).

Montreal: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-June 3, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

USA—1967

New York: INTERNATIONAL TOY FAIR – March 5-10, 1967.
Joint ventures with: The British Toy Manufacturers' Association (15 firms) and the British Cycle and Motor Cycle Industries Association Ltd. (8 firms).
(Mr. A. F. Fenton, Ext. 2786).

Los Angeles: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 13-17, 1967.
A joint venture with the Corrosion and Protection Association (6 firms).
(Mr. A. F. Fenton, Ext. 2786).

Los Angeles: WESTERN METAL AND TOOL EXPOSITION – March 13-17, 1967.
A joint venture with the Machine Tools Trade (12 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: DISPLAY OF WOMEN'S FASHIONS – April 1-15, 1967.
A joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL SHOE FAIR – April 2-5, 1967.
A joint venture with the British Footwear Manufacturers' Association (10 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: EXHIBITION OF THE ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 9-13, 1967.
Probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: TOOL EXPOSITION (ASTME) – April 24-28, 1967.
Joint ventures with the Machine Tool Trades Association (17 firms) and Gauge and Tool Makers' Association (23 firms).
(Mr. A. F. Fenton, Ext. 2786).

Washington: INTERNATIONAL EXHIBITION ON WATER FOR PEACE – May 22-27, 1967.
A joint venture with the Atomic Energy Authority (5 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: WOMEN'S FASHION DISPLAY – May-June 1967.
A probable joint venture with the Clothing Export Council (6 firms). Firms interested in participation should contact the Council.
(Mr. A. F. Fenton, Ext. 2786).

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 1967.
British section organized by the British Consulate-General in Los Angeles.
(Mr. A. F. Fenton, Ext. 2786).

Daytona Beach: IVEYS – July 10-August 7, 1967.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

New York: NATIONAL JEWELLERY TRADE SHOW – July 27-August 4, 1967.
A possible joint venture with the Jewellery Trade Export Group. (27 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: 72ND GIFT SHOW – August 13-18, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: ANNUAL MEETING OF THE AMERICAN HOSPITAL ASSOCIATION – August 21-25, 1967.
Possible joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786).

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 22-25, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL FANCY FOOD AND CONFECTIONERY SHOW – August 26-29, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

Seattle: 62ND GENERAL CONVENTION OF THE PROTESTANT EPISCOPAL CHURCH – September 17-27, 1967.
A possible joint venture with the National Association of Church Furnishers. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786).

Minneapolis: DAYTON'S. STORE PROMOTION – September 18-October 7, 1967.
This major British promotion will feature consumer goods.
The London Buying House representing this store is Associated Merchandising Corporation, 1b Baker Street, London, W.1. (Tel. Hunter 4730).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Chattanooga: MILLER BROS. – Autumn 1967.
This promotion will feature consumer goods from Britain.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

City Stores Group: Autumn 1967.
Several department stores in this group will be staging promotions this autumn in which British goods will be featured as well as those of other countries. The stores concerned are: New Orleans: Maison Blanche – September 17-30. Birmingham: Loveman's – October 9-14. Louisville: Kaufman's – October 23-November 4. Miami: Richard's – September 6-16. Memphis: Lowenstein's – October 2-9. Philadelphia: Litt Bros. – September 6-16. Washington: Lansburgh's – October 14-23. The London Buying House representing the City Stores Group is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

St. Louis: FAMOUS BARR. STORE PROMOTION – October 1967.
This store is planning a major promotion of consumer goods from Britain and the British Commonwealth. The majority of goods will be purchased from Britain.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Dallas: NEIMAN MARCUS. STORE PROMOTION – October 7-21, 1967.
This major British promotion will feature consumer goods.
The London Buying House representing this store is Neiman Marcus, Berkeley Square House, Berkeley Square, London, W.1. (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

New York: NATIONAL HARDWARE SHOW – October 9-12, 1967.
Probable joint venture with the Federation of British Horticultural Exporters Ltd.
(Mr. A. F. Fenton, Ext. 2786).

Cincinnati: SHILLITO'S – October 10-22, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Associated Merchandising Corporation, 16 Baker Street, London, W.1. (Hunter 4730).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Cleveland: THE 49TH NATIONAL METAL EXPOSITION AND CONGRESS – October 16-19, 1967.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: 23RD ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 23-25, 1967.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

Lexington: MEYER'S RIDING APPAREL AND SPORTSWEAR – October 28-November 3, 1967.
This promotion will feature consumer goods from Britain.
The London Buying House representing this store is Baker Warburg, Division of Gus International, Glen House, 200 Tottenham Court Road, London, W.1. (Tel. (01) 636-9192).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Pittsburgh: GIMBEL BROTHERS – October 29-November 11, 1967.
This promotion will feature consumer goods from Britain.
The London Buying House representing this store is Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1. (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

1968

Chicago: INTERNATIONAL GRAPHIC ARTS EXPOSITION (PRINT '68) – June 20-25, 1968.
A possible joint venture with the British Printing Machinery Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786).

New York: R. H. MACY & CO. INC. – Autumn 1968.
This major British promotion will feature consumer goods.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

AUSTRALIA—1967

Sydney: INTERNATIONAL TRADE FAIR – October 19-28, 1967.
Possible joint ventures with the London Chamber of Commerce and the British Mechanical Engineering Federation. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

NEW ZEALAND—1967

Wellington: THIRD INTERNATIONAL TRADE FAIR – August 17-September 2, 1967.
The Board of Trade and the Committee for Exports to New Zealand are organizing a 'British Court' at the above event.
(Mrs. I. M. Janzen, Ext. 2489).

AFRICA—1967

Tripoli (Libya): INTERNATIONAL TRADE FAIR – February 28-March 20, 1967.
The Board of Trade is organizing a British Pavilion at this event (60 firms).
(Miss M. S. Jones, Ext. 2788).

Uganda: BOOK EXHIBITION – March 11-18, 1967.
Book display with the Book Development Council.
(Mrs. J. E. Haylett, Ext. 2780).

Johannesburg: RAND EASTER SHOW – March 14-27, 1967.
Joint venture with (1) The British Pottery Manufacturers' Federation (22 firms), (2) The British Pottery Manufacturers' Federation (7 firms), (3) The United Kingdom Cutlery and Silverware Association (4 firms).
(Miss M. S. Jones, Ext. 2788).

Nairobi: BRITISH HOTEL AND CATERING EQUIPMENT EXHIBITION – May 8-12, 1967.
A joint venture with the London Chamber of Commerce in the City Hall, Nairobi. Firms interested in participation should contact the Chamber.
(Miss M. S. Jones, Ext. 2788).

Ndola: ZAMBIA TRADE FAIR – June 30-July 3, 1967.
An official information stand to be manned by the British High Commission, Lusaka.
(Miss M. S. Jones, Ext. 2788).

Nairobi: KENYA AGRICULTURAL SHOW – September-October, 1967.
An official information stand to be manned by the British High Commission, Nairobi. Possible joint ventures with appropriate trade associations in the communications field. Firms interested should contact their associations.
(Miss M. S. Jones, Ext. 2788).

1968

Tripoli (Libya): INTERNATIONAL TRADE FAIR – February 28-March 20, 1968
The Board of Trade intends to organize a British Pavilion at this event. A circular will be issued in due course. Firms interested should contact the Board of Trade.
(Miss M. S. Jones, Ext. 2788).

ASIA—1967

Tokyo: 7TH INTERNATIONAL TRADE FAIR – April 15-May 7, 1967.
Joint venture with the London Chamber of Commerce (20 firms). Firms interested in participation should contact the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489).

Hong Kong: WING ON – Autumn 1967.
This major British promotion will feature consumer goods. The London Buying House representing this store is The Wing On Company, 146 Bishopsgate, London, E.C.2 (Tel. Bishopsgate 5178).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

1968

Tokyo: INTERNATIONAL PACKAGING EXHIBITION – September 4-10, 1968.
The Board of Trade will consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

LATIN AMERICA—1967

Mexico City: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – September 4-10, 1967.
Joint venture with the Scientific Instrument Manufacturers' Association of Great Britain Ltd. (46 firms).
(Mr. A. F. Fenton, Ext. 2786).

Lima (Peru): 5TH PACIFIC INTERNATIONAL TRADE FAIR – October 22-November 12, 1967.
The Board of Trade will be organizing a British Pavilion at this event if there is sufficient support from industry. Applications should be submitted to the Board immediately.
(Mr. A. F. Fenton, Ext. 2786).

Trade Fairs and Exhibitions

SECTIONS II—IV

For details of overseas trade fairs, British Weeks and store promotions in which the Board of Trade is supporting British industry, please refer to Section I of this supplement.

Amendments and additions will be shown in the first issue of each intervening month. No responsibility is taken for the standing of organisations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

The Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2782, Italy, Austria, Switzerland; Ext. 2783, France; Ext. 3071, Benelux, Malta; Ext. 3558, Eastern Europe; Ext. 2496, Western Hemisphere, Scandinavia and rest of the world) (Ext. 3008 United Kingdom) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated
† event held in alternate years at approximately the time stated

European trade fairs and exhibitions—SECTION II

1967—General

NICE: INTERNATIONAL FAIR (TOURISM) – March 2-13.
* Apply, M. le President, 8 Place Masséna, Nice.

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 4-19.
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

LEIPZIG: INTERNATIONAL SPRING FAIR – March 5-14.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 6-14.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL TRADE FAIR – March 12-19.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 29-April 9.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel. Central 9431).

TOULOUSE: INTERNATIONAL TRADE FAIR – April 13-24.
* Apply, M. Lacassagne, President, Toulouse International Trade Fair, Palais de la Foire, Toulouse (Haute-Garonne).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

BRUSSELS: INTERNATIONAL FAIR – April 15-26.
* Apply, Palais du Centenaire, Brussels. (Tel. 26-49-79).

European Trade Fairs, *continued*

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 15-23.
* Apply, Internationale Saarmesse Messegelände, 66 Saarbrücken.

LILLE: INTERNATIONAL FAIR – April 22-May 7.
* Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9).

ZAGREB: INTERNATIONAL SPRING FAIR – April 15-23.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

GRAZ: SPRING FAIR – April 29-May 7.
* Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria.

HANOVER: HANOVER FAIR – April 29-May 7.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

LIEGE: INTERNATIONAL SPRING FAIR – April 29-May 15.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestrario Internacional de Valencia Llano del real 2, Apartado 476, Valencia.

PARIS: INTERNATIONAL FAIR – May 13-25.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, S.W.7. (Tel. Knightsbridge 9628).

BUDAPEST: INTERNATIONAL TRADE FAIR – May 19-29.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U., 17 Budapest V.

GOTHENBURG: SWEDISH TRADE FAIR – May 19-28.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May 27-June 11.
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 25-June 4.
* Apply, Foire International de Luxembourg, Halls d'Exposition, Luxembourg.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E Internacional De Muestras En Barcelonas, Palacio No. 1, Avenida Maria Christina, Barcelona.

NANCY: INTERNATIONAL FAIR – June 1-12.
* Apply, Commissariat General, Parc des Expositions de Nancy, Boîte Postale 593, 54 Nancy.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, State Information & Tourist Office of Portugal, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

POZNAN: 36TH INTERNATIONAL TRADE FAIR – June 11-25.
* Apply, Official Forwarding Agents, PSA Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL TRADE FAIR – June 15-26.
* Apply, Administration de la Foire International, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

NAXXAR: MALTA INTERNATIONAL TRADE FAIR – July 1-15.
* Apply, General Retailers Union, 87 Old Mint Street, Valletta, Malta. (Tel. Valletta 5604).

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July 28-August 6.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

MESSINA: INTERNATIONAL TRADE FAIR – August 7-21.
* Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSEN) – August 11-20.
* Apply, Skanemassan, Stiftelsen Masshallar, Box 19015, Malmo.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Aportodo 468, Bilbao.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, Brigadier B. W. Bethel, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4. (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 27-30.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 3-10.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

SALONIKA: INTERNATIONAL TRADE FAIR – September 3-24.
* Apply, Foire International de Thessalonika, Salonika.

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – September 4-12.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, Du Mont Publicity Co. Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

STRASBOURG: INTERNATIONAL FAIR – September 7-18.
* Apply, M. le President, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 7-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

DIEPPE: 3RD FRANCO-BRITISH FAIR – September 9-17.
Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex. (Tel. Brighton 28070).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR (COMPTOIR SUISSE) – September 9-24.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

LIEGE: INTERNATIONAL COMMERCIAL FAIR – September 9-24.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

BRNO: INTERNATIONAL TRADE FAIR – September 10-19.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

VIENNA: INTERNATIONAL TRADE FAIR – September 10-17.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

STOCKHOLM: ST. ERIK'S FAIR – September 13-24.
* Apply, AB St. Erik's-Mässan, Storingsvägen 18, Stockholm, No.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 15-25.
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

MARSEILLES: INTERNATIONAL FAIR – September 21-October 2.
* Apply, Butlers Advertising Service, Penwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

INNSBRUCK: EXPORT AND SAMPLES FAIR – September 23-October 1.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

PLOVDIV: 23RD INTERNATIONAL FAIR – September 24-October 3.
* Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Blvd., Plovdiv, Bulgaria.

METZ: INTERNATIONAL FAIR – September 27-October 8.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel. Central 9431).

GRAZ: AUTUMN FAIR – September 30-October 8.
* Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria.

ZARAGOZA: NATIONAL SAMPLES FAIR – September 30-October 15.
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 6-15.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 20-29.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

1967—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

PARIS: AGRICULTURAL SHOW – March 4-12.
* Apply, M. Couillens, 72 rue de Varenne, 75, Paris, 7e.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 7-12.
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazare, Paris, 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 12-20.
* Apply, E. A. Per Fiere di Verona, Viale Del Lavoro, Verona.

ZARAGOZA: INTERNATIONAL FAIR FOR AGRICULTURAL MACHINERY – April 1-9.
Apply, Director General de la Feria, Palacio ferial (Gran Via) Zaragoza.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 2-6.
* Apply, Royal Dublin Society, Ballsbridge, Dublin 4.

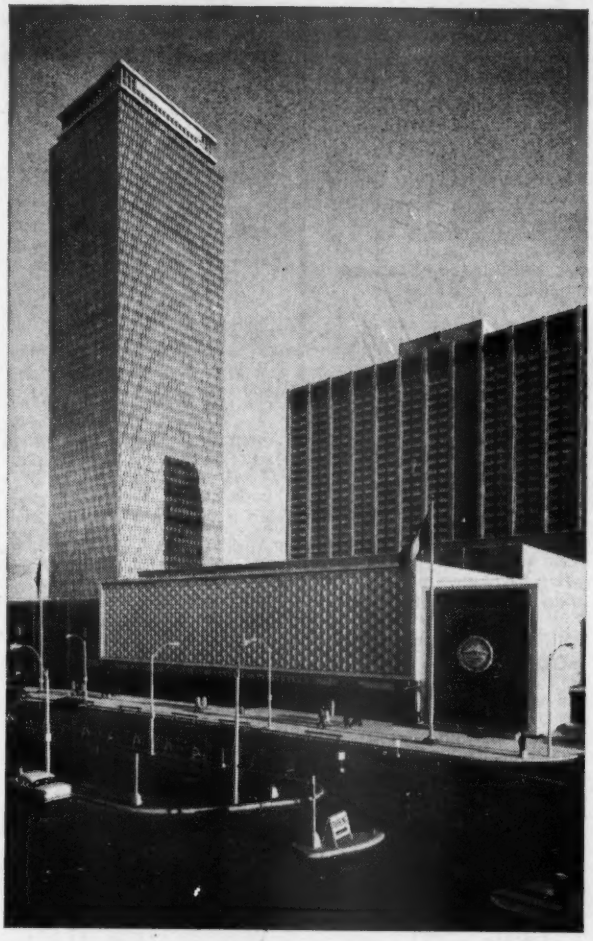
NOVI-SAD: 34TH INTERNATIONAL AGRICULTURAL FAIR – May 13-22.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – May 19-28.
Apply, Universal Fair & Exhibition Service Ltd., Ryvangs Alle 20, Copenhagen Ø.

Continued on page xiv

eurofair usa

INVITATION TO PARTICIPATE IN THE EUROFAIR—BOSTON, U.S.A.



September 16-22 1967

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Designed exclusively for the European manufacturer, EUROFAIR aims to give your products MAXIMUM exposure in the United States at MINIMUM cost. It is a market showplace where you can meet American BUYERS, POTENTIAL DISTRIBUTORS and POTENTIAL AGENTS. No competitive American businesses may exhibit. United States freight, shipping companies, banks, packaging firms, advertising and sales promotion experts will have stands to help the effectiveness of your operation and for your convenience and information.

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Boston is a major port of trade for the U.S.A.—merchandising centre of the world. Its excellent transportation systems, warehousing and trucking make it a natural location for distribution companies. It is headquarters for some of the country's large retail buying organizations. Small enough in size to permit personal contacts and individual attention, it is at the same time a lucrative 11 billion dollar trade and 7 billion dollar consumer market. Here you will have access to learning about and using the simple U.S.A. method of distribution.

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- Pick-up of your display material from port of entry and delivery to your booth. Storage, recrating and handling for reshipment
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- Plant tours
- Seminars on packaging, merchandising, distribution
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International Men's and Boys' Wear Exhibition
Fashion in Footwear Exhibition
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
The Television and Radio Show

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Sydney Catering Exhibition
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INDUSTRIAL & TRADE FAIRS (IRELAND) LTD.
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The Furniture Show
International Laundry, Dry Cleaning and Allied Trades Exhibition
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International Hotel and Catering Exhibition
International Brewing, Bottling & Allied Trades Exhibition
International Bakers' & Confectioners' Exhibition
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SCOTTISH TRADES' MARKETS AND EXHIBITIONS LTD.
Scotland's Food Exhibition

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Brighter Homes Exhibition
Industrial Equipment & Services Exhibition
Building Trades' Exhibition
"Do-it-Yourself" Exhibition
Food, Cookery and Catering Exhibition
Liverpool "Brighter Homes and Do-it-Yourself" Exhibition
Irish Packaging Exhibition
Northern Reprographic Exhibition
Irish Materials Handling Exhibition

CURRENT EXHIBITIONS CALENDAR *1967*

IMBEX 67
International Men's and Boys' Wear Exhibition
February 27 - March 3
Earls Court, London.

CARPEX 67
International Carpet, Linoleum and Floor Coverings Fair
February 27 - March 3
Earls Court, London.

Brighter Homes Exhibition
February 28 - March 18
City Hall, Manchester.

International Dairy Engineering and Food Machinery Exhibition
April 3 - April 7
Earls Court, London.

Scotland's Food Exhibition
April 11 - April 22
Caird and Marryat Halls, Dundee.

London International Engineering and Marine Exhibition and the International Welding Exhibition
April 25 - May 4
Earls Court and Olympia, London.

The Lighting Exhibition
April 25 - May 4
Earls Court, London.

Sydney Catering Exhibition
May 1 - May 5
Sydney, Australia.

British Industrial Fair, Production Show '67
May 1 - May 5
Toronto, Canada.

British Pavilion B.C. I.T.F.
May 17 - May 27
Vancouver, Canada.

PAKEX 67
International Packaging Exhibition
May 22 - May 26
Earls Court, London.

Ideal Home Exhibition
August 18 - August 26
Sydney, Australia.

Northern Floor Coverings Fair
September 5 - September 8
The Exhibition Centre, Harrogate.

The Irish International Food and Drink Fair
September 7 - September 16
Royal Dublin Society, Dublin.

CONTACT ITF ANYWHERE IN THE WORLD

Engineering Materials and Design Exhibition & Conference
September 11 - September 15
Olympia, London.

Food, Cookery and Catering Exhibition
September 12 - September 23
City Hall, Manchester.

International Watch & Jewellery Trade Fair
September 18 - September 22
Earls Court, London.

Fashion in Footwear Exhibition
October 1 - October 5
Washington Hotel, London, W.1.

International Construction Equipment Exhibition and Conference
October 2 - October 7
Crystal Palace, London.

Irish Materials Handling Exhibition
October 16 - October 20
Royal Dublin Society, Dublin.

International Trade Fair 1967
October 19 - October 28
Sydney, Australia.

"Do-it-Yourself" Exhibition
November 7 - November 18
City Hall, Manchester.

1968

International Hotel and Catering Exhibition (Hotelympia)
January 9 - January 18
Olympia, London.

CARPEX 68
International Carpet, Linoleum and Floor Coverings Fair
February 26 - March 1
Earls Court, London.

IMBEX 68
International Men's and Boys' Wear Exhibition
February 26 - March 1
Earls Court, London.

BREWEX 68
International Brewing, Bottling and Allied Trades Exhibition
April 22 - April 26
Earls Court, London.

Northern Reprographic Exhibition
May 20 - May 24
City Hall, Manchester.

IBSAC 68
Industrialised Building Systems and Components Exhibition
June 25 - July 5
Crystal Palace, London.

1969

International Bakers' and Confectioners' Exhibition
September 8 - September 12
Olympia, London.

Representatives of the Group may be contacted through:

ARGENTINE
THE BRITISH CHAMBER OF COMMERCE
Buenos Aires

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COLOGNE INTERNATIONAL TRADE FAIRS

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Over the past six years British participation at Cologne Fairs has trebled and Great Britain now provides the second largest group of foreign exhibitors.

In 1966 the number of trade visitors from the United Kingdom increased by more than 80% compared with 1965.

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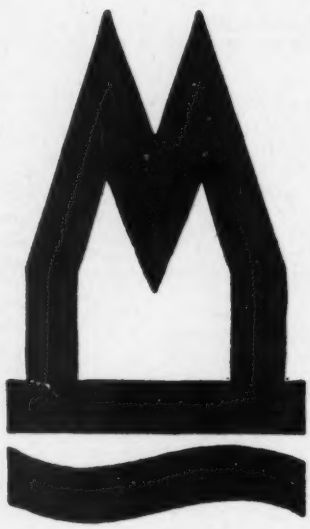


This Sign leads to Success!

International Events 1967:

FOR THE CHILD	April	14–16
INTERZUM—Fair of Accessories and Materials used for Woodworking, Furniture, Upholstered Furniture and Mattresses, for House, Ship and Vehicle Building and for light constructional Work	June	22–25
Men's Fashion Week	August	25–27
Technical Convention of Clothing Manufacturers	August	25–26
Household Goods and Hardware Fair	September	7– 9
Fair of Lingerie, Foundation Garments and Underwear	September	14–17
ANUGA—Exhibition of Fine Foods and Provisions	September	30–
	October	8
FOR THE CHILD	October	20–22
SPOGA—Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	October	22–24
Trade Exhibition on Reprography	October	25–30

Information and Tickets:
H. E. MELSOM, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1.
(*Tel.*: 01-799 2134)

Ireland:
Limpert Ltd., 2 Preston Street, Dublin, 1.
(*Tel.*: 40 486, *Grams*: SALEX)

or from:
Cologne International Trade Fairs, Postbox 140, 5 Cologne-Deutz, Germany.

JÖNKÖPING (SWEDEN): EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA 67) – June 1-11.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 4-18.
• Apply, Secretario Feira Nacional de Agricultura Feira do Ribatejo, Santaram, Portugal.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 24-July 9.
• Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 12-22.
• Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – May 26-June 4.
† Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 4 et 6 rue Galilee, Paris, 16e.

Books and Periodicals

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUNG PEOPLE – April 5-9.
• Apply, Ente Autonomo per de Fiere di Bologna, Fiera Internazionale del Libro per l'Infanzia et la Gioventu', Bologna.

FRANKFURT: INTERNATIONAL BOOK FAIR – October 12-17.
• Apply, Ausstellungs und Messe G.m.b.H. des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

UTRECHT: INTERNATIONAL SPRING TRADE FAIR (BUILDING AND HEATING) – March 6-14.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 11-19.
• Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TRONDHEIM: 'BUILDING WORKS AND EQUIPMENT' EXHIBITION (BYGG OG UTSTYR) – April 28-May 7.
Apply, Hval & Lunde, Vognmannsgt 8, Oslo.

MADRID: SECOND INTERNATIONAL CONSTRUCTION AND PUBLIC WORKS FAIR – May 13-28.
Apply, Sr. D. Diago Aparicio, Segunda Feria Internacional de la Construction y Obras Publicas, Avda de Portugal, Feria Del Campo, Madrid 11.

COPENHAGEN: INTERNATIONAL CONSTRUCTION MACHINERY TRADE FAIR – June 1-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEG) – September 28-October 8.
Apply, Bygg Reisdeg, Nordisk, Byggevare Messe Landsforbund, Greensen 10, Oslo.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 7-15.
• Apply, Salone Internazionale dell Industrializzazione Edilizia, Via Del Lavoro 67, Bologna.

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 23-December 3.
† Apply, M. le Prince, 1 Avenue Niel, Paris, 17e.

Caravans

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October 7-15.
• Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 24-30.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

FRANKFURT: 15TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 21-29.
Apply, DECHEMA, 6 Frankfurt-am-Main, Postfach 7746, Dechema-Haus, Theodor-Heuss-Allee 25.

BERLIN: EUROPEAN AEROSOL MANUFACTURERS' EXHIBITION (FEA) – September 15-19.
† Apply, IGA, Haus der Chemie, 6 Frankfurt-am-Main, Karlstrasse 21.

BERLIN: 70TH GERMAN SOAP FAIR – September 16-19.
† Apply, Berliner Ausstellungen, 1, Berlin 19, Messedamm 22.

DÜSSELDORF: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Clothing and Footwear

BERLIN: FASHION WEEK – February 27-March 10.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

BOLOGNA: FOOTWEAR FASHION SHOW – March 11-15.
• Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 12-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel.: Museum 9325).

MUNICH: FASHION WEEK – April 2-6.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – April 3-6.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 8-10.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

VIENNA: LADIES' FASHION SHOW – April 9-12.
• Apply, Fachverband de Bekleidungsindustrie Osterreichs, Vienna 3, Schwarzenbergplatz 4.

BERLIN: FASHION WEEK – April 10-21.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April 14-16.
• Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 15-20.
• Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – April 16-19.
• Apply, RAI Europaplein 8, Amsterdam.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 23-27.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MILAN: INTERNATIONAL MARKET FOR CLOTHING AND FURNISHING FABRICS (MITAM) – May 10-13.
• Apply, MITAM, Galleria San Babila 4D, Milan.

MOSCOW: INTERNATIONAL CLOTHING EXHIBITION (ODEZHDA '67) – August 22-September 5.
Apply, Directorate of the International Clothing Exhibition, 1a Sokolnichesky Val, Moscow, B-232.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 25-27.
• Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

FLORENCE: SHOE AND LEATHER FAIR – September 1-7.
• Apply, Secretary General, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

BERLIN: FASHION WEEK – September 4-13.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 7-10.
• Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

ELDA: 6TH INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 13-20.
Apply, Feria International del Calzado 7 Industrias Afines, Elda, Alicante.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 14-17.
• Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 23-25.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 1-5.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – October 2-5.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BERLIN: FASHION WEEK – October 9-20.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 20-22.
• Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24.
• Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

European Trade Fairs, *continued*

SAARBRÜCKEN: INTERNATIONAL SAAR FAIR – April 15-23.
* Apply, Internationale Saarmesse Messegelände, 66 Saarbrücken.

LILLE: INTERNATIONAL FAIR – April 22-May 7.
* Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9).

ZAGREB: INTERNATIONAL SPRING FAIR – April 15-23.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

GRAZ: SPRING FAIR – April 29-May 7.
* Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria.

HANOVER: HANOVER FAIR – April 29-May 7.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

LIEGE: INTERNATIONAL SPRING FAIR – April 29-May 15.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestrario Internacional de Valencia Llano del real 2, Apartado 476, Valencia.

PARIS: INTERNATIONAL FAIR – May 13-25.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, S.W.7. (Tel. Knightsbridge 9628).

BUDAPEST: INTERNATIONAL TRADE FAIR – May 19-29.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U., 17 Budapest V.

GOTHENBURG: SWEDISH TRADE FAIR – May 19-28.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May 27-June 11.
* Apply, Fiera del Meditterraneo, Piazza Generale Cascino, Palermo, Sicily.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 25-June 4.
* Apply, Foire International de Luxembourg, Halls d'Exposition, Luxembourg.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E Internacional De Muestras En Barcelonas, Palacio No. 1, Avenida Maria Christina, Barcelona.

NANCY: INTERNATIONAL FAIR – June 1-12.
* Apply, Commissariat General, Parc des Expositions de Nancy, Boîte Postale 593, 54 Nancy.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, State Information & Tourist Office of Portugal, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

POZNAN: 36TH INTERNATIONAL TRADE FAIR – June 11-25.
* Apply, Official Forwarding Agents, PSA Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL TRADE FAIR – June 15-26.
* Apply, Administration de la Foire International, 12 Place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

NAXXAR: MALTA INTERNATIONAL TRADE FAIR – July 1-15.
* Apply, General Retailers Union, 87 Old Mint Street, Valletta, Malta. (Tel. Valletta 5604).

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July 28-August 6.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

MESSINA: INTERNATIONAL TRADE FAIR – August 7-21.
* Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSEN) – August 11-20.
* Apply, Skanemassan, Stiftelsen Masshallar, Box 19015, Malmo.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Aportodo 468, Bilbao.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, Brigadier B. W. Bethel, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4. (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 27-30.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 3-10.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

SALONIKA: INTERNATIONAL TRADE FAIR – September 3-24.
* Apply, Foire International de Thessalonika, Salonika.

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – September 4-12.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, Du Mont Publicity Co. Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

STRASBOURG: INTERNATIONAL FAIR – September 7-18.
* Apply, M. le President, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 7-17.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

DIEPPE: 3RD FRANCO-BRITISH FAIR – September 9-17.
Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex. (Tel. Brighton 28070).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR (COMPTOIR SUISSE) – September 9-24.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

LIEGE: INTERNATIONAL COMMERCIAL FAIR – September 9-24.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

BRNO: INTERNATIONAL TRADE FAIR – September 10-19.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

VIENNA: INTERNATIONAL TRADE FAIR – September 10-17.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

STOCKHOLM: ST. ERIK'S FAIR – September 13-24.
* Apply, AB St. Erik's-Mässan, Storlagavägen 18, Stockholm, No.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 15-25.
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

MARSEILLES: INTERNATIONAL FAIR – September 21-October 2.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

INNSBRUCK: EXPORT AND SAMPLES FAIR – September 23-October 1.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

PLOVDIV: 23RD INTERNATIONAL FAIR – September 24-October 3.
* Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Blvd., Plovdiv, Bulgaria.

METZ: INTERNATIONAL FAIR – September 27-October 8.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel. Central 9431).

GRAZ: AUTUMN FAIR – September 30-October 8.
* Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria.

ZARAGOZA: NATIONAL SAMPLES FAIR – September 30-October 15.
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 6-15.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 20-29.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

1967—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

PARIS: AGRICULTURAL SHOW – March 4-12.
* Apply, M. Couillens, 72 rue de Varenne, 75, Paris, 7e.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 7-12.
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazare, Paris, 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 12-20.
* Apply, E. A. Per Fiere di Verona, Viale Del Lavoro, Verona.

ZARAGOZA: INTERNATIONAL FAIR FOR AGRICULTURAL MACHINERY – April 1-9.
Apply, Director General de la Feria, Palacio ferial (Gran Via) Zaragoza.

DUBLIN: SPRING SHOW AND INDUSTRIES FAIR – May 2-6.
* Apply, Royal Dublin Society, Ballsbridge, Dublin 4.

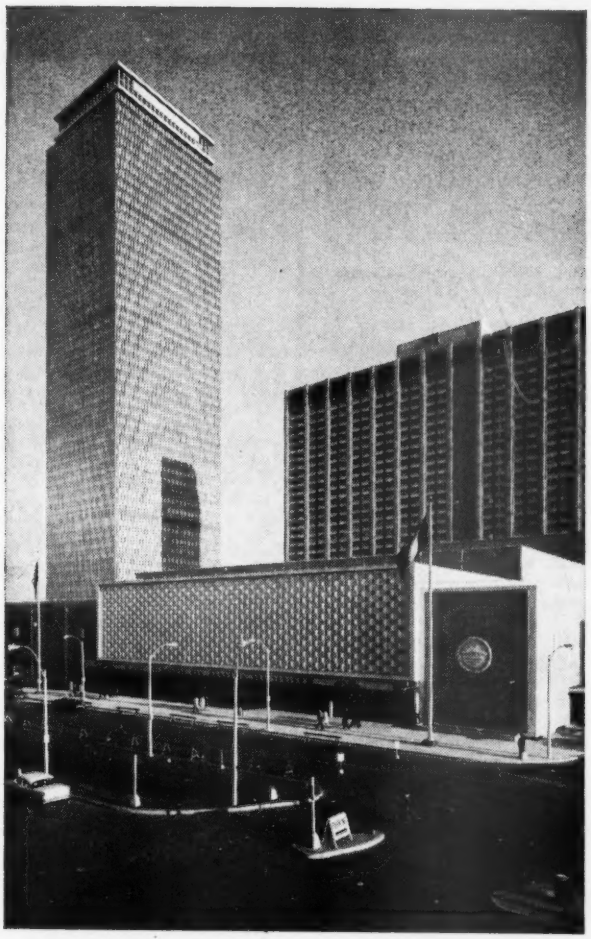
NOVI-SAD: 34TH INTERNATIONAL AGRICULTURAL FAIR – May 13-22.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

COPENHAGEN: INTERNATIONAL FISHERIES TRADE FAIR – May 19-28.
Apply, Universal Fair & Exhibition Service Ltd., Ryvangs Alle 20, Copenhagen Ø.

Continued on page xvi

eurofair usa

INVITATION TO PARTICIPATE IN THE EUROFAIR—BOSTON, U.S.A.



September 16-22 1967

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- Plant tours
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International Watch and Jewellery Trade Fair
International Men's and Boys' Wear Exhibition
Fashion in Footwear Exhibition
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
The Television and Radio Show

INDUSTRIAL & TRADE FAIRS PTY. LTD.
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British Industrial Fair, Production Show '67, Toronto
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Brighter Homes Exhibition
Industrial Equipment & Services Exhibition
Building Trades' Exhibition
"Do-it-Yourself" Exhibition
Food, Cookery and Catering Exhibition
Liverpool "Brighter Homes and Do-it-Yourself" Exhibition
Irish Packaging Exhibition
Northern Reprographic Exhibition
Irish Materials Handling Exhibition

CURRENT EXHIBITIONS CALENDAR *1967*

IMBEX 67
International Men's and Boys' Wear Exhibition
February 27 - March 3
Earls Court, London.

CARPEX 67
International Carpet, Linoleum and Floor Coverings Fair
February 27 - March 3
Earls Court, London.

Brighter Homes Exhibition
February 28 - March 18
City Hall, Manchester.

International Dairy Engineering and Food Machinery Exhibition
April 3 - April 7
Earls Court, London.

Scotland's Food Exhibition
April 11 - April 22
Caird and Marryat Halls, Dundee.

London International Engineering and Marine Exhibition and the International Welding Exhibition
April 25 - May 4
Earls Court and Olympia, London.

The Lighting Exhibition
April 25 - May 4
Earls Court, London.

Sydney Catering Exhibition
May 1 - May 5
Sydney, Australia.

British Industrial Fair, Production Show '67
May 1 - May 5
Toronto, Canada.

British Pavilion B.C. I.T.F.
May 17 - May 27
Vancouver, Canada.

PAKEX 67
International Packaging Exhibition
May 22 - May 26
Earls Court, London.

Ideal Home Exhibition
August 18 - August 26
Sydney, Australia.

Northern Floor Coverings Fair
September 5 - September 8
The Exhibition Centre, Harrogate.

The Irish International Food and Drink Fair
September 7 - September 16
Royal Dublin Society, Dublin.

CONTACT ITF ANYWHERE IN THE WORLD

Engineering Materials and Design Exhibition & Conference
September 11 - September 15
Olympia, London.

Food, Cookery and Catering Exhibition
September 12 - September 23
City Hall, Manchester.

International Watch & Jewellery Trade Fair
September 18 - September 22
Earls Court, London.

Fashion in Footwear Exhibition
October 1 - October 5
Washington Hotel, London, W.1.

International Construction Equipment Exhibition and Conference
October 2 - October 7
Crystal Palace, London.

Irish Materials Handling Exhibition
October 16 - October 20
Royal Dublin Society, Dublin.

International Trade Fair 1967
October 19 - October 28
Sydney, Australia.

"Do-it-Yourself" Exhibition
November 7 - November 18
City Hall, Manchester.

1968

International Hotel and Catering Exhibition (Hotelympia)
January 9 - January 18
Olympia, London.

CARPEX 68
International Carpet, Linoleum and Floor Coverings Fair
February 26 - March 1
Earls Court, London.

IMBEX 68
International Men's and Boys' Wear Exhibition
February 26 - March 1
Earls Court, London.

BREWEX 68
International Brewing, Bottling and Allied Trades Exhibition
April 22 - April 26
Earls Court, London.

Northern Reprographic Exhibition
May 20 - May 24
City Hall, Manchester.

IBSAC 68
Industrialised Building Systems and Components Exhibition
June 25 - July 5
Crystal Palace, London.

1969

International Bakers' and Confectioners' Exhibition
September 8 - September 12
Olympia, London.

Representatives of the Group may be contacted through:

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In 1966 the number of trade visitors from the United Kingdom increased by more than 80% compared with 1965.

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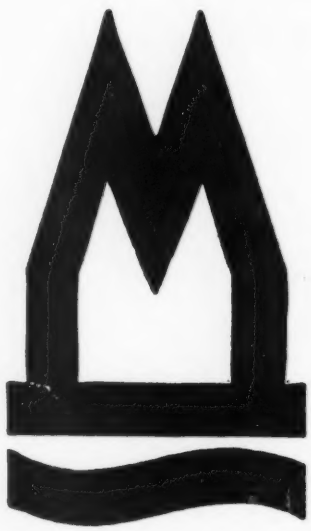

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International Events 1967:

FOR THE CHILD	April	14–16
INTERZUM—Fair of Accessories and Materials used for Woodworking, Furniture, Upholstered Furniture and Mattresses, for House, Ship and Vehicle Building and for light constructional Work	June	22–25
Men's Fashion Week	August	25–27
Technical Convention of Clothing Manufacturers	August	25–26
Household Goods and Hardware Fair	September	7– 9
Fair of Lingerie, Foundation Garments and Underwear	September	14–17
ANUGA—Exhibition of Fine Foods and Provisions	September	30–
	October	8
FOR THE CHILD	October	20–22
SPOGA—Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	October	22–24
Trade Exhibition on Reprography	October	25–30

Information and Tickets:
H. E. MELSOM, M.B.E., Room 229,
Abbey House, Victoria Street,
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(*Tel.*: 01-799 2134)

Ireland:
Limpert Ltd., 2 Preston Street,
Dublin, 1.
(*Tel.*: 40 486, *Grams*: SALEX)

or from:
Cologne International Trade Fairs,
Postbox 140, 5 Cologne-Deutz,
Germany.

JONKOPING (SWEDEN): EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA 67) – June 1-11.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 4-18.
* Apply, Secretario Feira Nacional de Agricultura Feira do Ribatejo, Santaram, Portugal.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 24-July 9.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 12-22.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – May 26-June 4.
† Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 4 et 6 rue Galilee, Paris, 16e.

Books and Periodicals

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUNG PEOPLE – April 5-9.
* Apply, Ente Autonomo per de Fiere di Bologna, Fiera Internazionale del Libro per l'Infanzia et la Gioventu', Bologna.

FRANKFURT: INTERNATIONAL BOOK FAIR – October 12-17.
* Apply, Ausstellungs und Messe G.m.b.H. des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

UTRECHT: INTERNATIONAL SPRING TRADE FAIR (BUILDING AND HEATING) – March 6-14.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 11-19.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TRONDHEIM: 'BUILDING WORKS AND EQUIPMENT' EXHIBITION (BYGG OG UTSTYR) – April 28-May 7.
Apply, Hval & Lunde, Vognmannsgt 8, Oslo.

MADRID: SECOND INTERNATIONAL CONSTRUCTION AND PUBLIC WORKS FAIR – May 13-28.
Apply, Sr. D. Diago Aparicio, Segunda Feria Internacional de la Construction y Obras Publicas, Avda de Portugal, Feria Del Campo, Madrid 11.

COPENHAGEN: INTERNATIONAL CONSTRUCTION MACHINERY TRADE FAIR – June 1-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEG) – September 28-October 8.
Apply, Bygg Reisdeg, Nordisk, Byggevare Messe Landsforbund, Greensen 10, Oslo.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 7-15.
* Apply, Salone Internazionale dell Industrializzazione Edilizia, Via Del Lavoro 67, Bologna.

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 23-December 3.
† Apply, M. le Prince, 1 Avenue Niel, Paris, 17e.

Caravans

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October 7-15.
* Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 24-30.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

FRANKFURT: 15TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 21-29.
Apply, DECHEMA, 6 Frankfurt-am-Main, Postfach 7746, Dechema-Haus, Theodor-Heuss-Allee 25.

BERLIN: EUROPEAN AEROSOL MANUFACTURERS' EXHIBITION (FEA) – September 15-19.
† Apply, IGA, Haus der Chemie, 6 Frankfurt-am-Main, Karlstrasse 21.

BERLIN: 70TH GERMAN SOAP FAIR – September 16-19.
† Apply, Berliner Ausstellungen, 1, Berlin 19, Messedamm 22.

DÜSSELDORF: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Clothing and Footwear

BERLIN: FASHION WEEK – February 27-March 10.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

BOLOGNA: FOOTWEAR FASHION SHOW – March 11-15.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 12-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel.: Museum 9325).

MUNICH: FASHION WEEK – April 2-6.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – April 3-6.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April 8-10.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

VIENNA: LADIES' FASHION SHOW – April 9-12.
* Apply, Fachverband de Bekleidungsindustrie Osterreichs, Vienna 3, Schwarzenbergplatz 4.

BERLIN: FASHION WEEK – April 10-21.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April 14-16.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 15-20.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – April 16-19.
* Apply, RAI Europaplein 8, Amsterdam.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 23-27.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MILAN: INTERNATIONAL MARKET FOR CLOTHING AND FURNISHING FABRICS (MITAM) – May 10-13.
* Apply, MITAM, Galleria San Babila 4D, Milan.

MOSCOW: INTERNATIONAL CLOTHING EXHIBITION (ODEZHDA '67) – August 22-September 5.
Apply, Directorate of the International Clothing Exhibition, 1a Sokolnichesky Val, Moscow, B-232.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 25-27.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

FLORENCE: SHOE AND LEATHER FAIR – September 1-7.
* Apply, Secretary General, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

BERLIN: FASHION WEEK – September 4-13.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 7-10.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

ELDA: 6TH INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 13-20.
Apply, Feria International del Calzado 7 Industrias Afines, Elda, Alicante.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 14-17.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 23-25.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 1-5.
Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – October 2-5.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BERLIN: FASHION WEEK – October 9-20.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 20-22.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

European Trade Fairs, *continued*

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – October.
* Apply, RAI, Europaplein 8, Amsterdam.

VIENNA: LADIES' FASHION SHOW – October.
* Apply, Fachverband de Bekleidungsindustrie Osterreichs, Vienna 3, Schwarzenberg – Platz 4.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 4-9.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

Display and Shop Equipment

PARMA: EXHIBITION OF SUPERMARKET EQUIPMENT – April 1-5.
* Apply, Supermarket Equipment Exhibition, Parco Ducale, Parma.

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 1-9.
* Apply, Salon de l'Equipment des Commerces, 42 rue du Louvre, Paris, 1.

Engineering, Radio and Electrical Goods

BILBAO: 2ND TECHNICAL FAIR OF THE ELECTRICAL INDUSTRY AND MECHANICAL HANDLING EQUIPMENT – March 3-12.
Apply, Feria Internacional de Bilbao, Tercio de Begona, 2, Apartado 468, Bilbao – 13 (Spain).

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 9-14.
* Apply, Commissaire General, 16 rue de Presles, Paris, 15e.

ZURICH: INTERNATIONAL PRECISION ENGINEERING EXHIBITION (MICROTECNIC) – March 9-14.
Apply, F. C. Urbach, International Advertising Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

COPENHAGEN: TECHNICAL FAIR FOR THE SANITARY TRADE VVS-TEKNISK MESSE – March 14-19.
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, Copenhagen V.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 5-10.
* Apply, Federation National des Industries Electroniques, 16 rue de Presles, Paris, 15e.

DIJON: FIRST INTERNATIONAL MINING AND GEOLOGICAL EQUIPMENT FAIR – May 15-23.
Apply, Camara Oficial de Comercio Y Navegacion C/ del Institute 17, Gijon – (Spain).

BELGRADE: 11TH INTERNATIONAL TECHNICAL FAIR – May 19-28.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishops' Stortford, Herts. (Tel. Hatfield Heath 315).

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May 19-28.
† Apply, M. Ollive, 20 Rue Carpeaux, Puteaux (Seine).

PARIS: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 19-28.
† Apply, M. Ollive, Salon International des Techniques et Pneumatiques, 20 rue Carpeaux (Seine).

ROME: INTERNATIONAL EXHIBITION OF ELECTRONICS, NUCLEAR ENERGY AND TELEVISION, RADIO AND CINEMATOGRAPHY – June 14-29.
* Apply, Rassegna Internazionale Electronica Nucleare e Teleradicine-Matografica, Via Crescenzio No. 9, Rome.

MOSCOW: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION (INTERGORMASH '67) – July 8-19.
Apply, Directorate of the 'Fifth International Mining Congress and Exhibition' – 6 ul Kuibysheva, Moscow.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 1-10.
† Apply, M. Foucault, 16 Rue de Presles, Paris, 15e.

HANOVER: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26.
Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 21-October 3.
* Apply, Salone Internazionale della Technica, Corso Massimo d'Azeglio 15, Turin.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR – September 22-October 1.
Apply, Secretariat, Udstillingsselskabet UFESAS, Ryvange Alle 20, Copenhagen, Ø.

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September 21-October 1.
† Apply, RAI Gebouw, Europaplein 8, Amsterdam 2.

PADUA: MECHANICAL HANDLING AND STORAGE EXHIBITION – October 5-10.
* Apply, Fiera di Padova Campionaria Internazionale, Via N. Tommaseo 59, Padua.

LJUBLJANA: 14TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATION, AUTOMATION AND NUCLEONICS – October 10-15.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

MILAN: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID '67) – October 10-15.
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

GENOA: INTERNATIONAL COMMUNICATIONS EXHIBITION – October 12-22.
† Apply, The Genoa International Exhibition, Piazzale J. F. Kennedy, Genoa.

STOCKHOLM: TECHNICAL FAIR – October 12-18.
* Apply, Trade Fairs & Promotions Ltd. Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – November 14-18.
† Apply, Exhibition Management, Swiss Industries Fair, 61 Clarastrasse, 4000 Basle.

Foodstuffs, Food Machinery, Hotel and Catering

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION – March 15-18.
Apply, Inge Erichs, Sveriges Hotel-Och, Restaurangutstalling, Box 4034, Baltzarsgatan 32, Malmo 4.

MURCIA: INTERNATIONAL FOOD AND CANNED GOODS FAIR (FICA) – April 1-10.
Apply, Feria Internacional de la Conserva Y Alimentacion, Murcia, Spain.

DUBLIN: BEER, WINES, SPIRITS AND CATERING EXHIBITION – May 2-5.
Apply, Trade Promotions Ltd., 38/39 Grafton Street, Dublin 2.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – May 6-21.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

MOSCOW: INTERNATIONAL EXHIBITION 'MODERN MECHANICAL AND AUTOMATED EQUIPMENT, PACKING EQUIPMENT AND TRANSPORTATION CONVEYANCES FOR FOOD INDUSTRY' (INPRODMASH '67) – May 16-29.
Apply, Directorate of the International Exhibition 'Modern Mechanical and Automated Equipment, Packing Equipment and Transportation Conveyances for Food Industry', 6 ul Kuibysheva, Moscow, USSR.

OSLO: INTERNATIONAL HOTEL AND RESTAURANT EXHIBITION – May 25-June 4.
Apply, Norges Varemesse, Postboks 130, Skoyen, Oslo 2.

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINKS FAIR – September 7-16.
Apply, Industrial & Trade Fairs (Ireland) Ltd., 4 Fitzwilliam Place, Dublin 2. (Tel. Dublin 66027).

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 9-13.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: INTERNATIONAL EXHIBITION OF GASTRONOMY AND TOURISM (IGAFA) – September 15-24.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKAGING – September 23-October 1.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September 30-October 8.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

MALMO: THIRD INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA III) – October 4-8.
Apply, Skanemassan Committee and Swedish Hotels and Restaurants Association, Malmo.

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October 7-22.
* Apply, SIMPA, 29/31 Boulevard Du Jardin Boutanique, Brussels, 1.

PARIS: INTERNATIONAL HOTEL AND CATERING EXHIBITION (EQUIP'HOTEL) – October 12-23.
* Apply, M. Willard, 13 rue de Liege, Paris, Paris, 9e.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 14-25.
* Apply, M. le President, Place du Polygone, Montpellier (Hérault).

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – November 4-12.
* Apply, M. le President, Palais des Expositions, Boulevard de Champagne, Dijon.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-19.
* Apply, Commissariat General, Salon des Arts Menagers, Palais de la Defénse, 15 Avenue Division-Leclerc, Puteaux (Seine).

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – March 3-6.
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR (HUISHOUDBEURS) – March 31-April 9.
* Apply, The Organizers, IHF, RAI Building, Amsterdam.

COPENHAGEN: HARDWARE CONSUMER FAIR – April 7-16.
Apply, The Hardware Association of Copenhagen, 1 Julius Thomsens Plads, Copenhagen V.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 15-July 3.
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

COLOGNE: INTERNATIONAL FAIR OF FURNITURE UPHOLSTERY SUPPLIES AND WOOD PROCESSING INDUSTRIES (INTERZUM) – June 22-25.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fair, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

MILAN: HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 2-5.
• Apply, MACEF, General Secretariat, Via Solferino 25, Milan.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 7-9.
• Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

GOTHENBURG: SWEDISH HOUSEHOLD EXHIBITION (DAGENS HUSHALL) – September 9-17.
Apply, Utstallningen Dagens Hushall, Kopmannens Hus, PO Box 3067, Vasagatan 52, Gothenburg 3.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10.
• Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

VALENCIA: 4TH SPANISH FAIR OF FURNITURE, WOODWORK AND WICKERWORK FAIR – October 15-24.
Apply, Valencia International Samples Fair, Feria Del Mueble, Apartado 476, Valencia.

GENEVA: IDEAL HOME EXHIBITION (ARTS MENAGERS) – October 25-November 5.
• Apply, Secretariat, 54b Route des Accacias, Geneva 1211.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 28-November 12.
• Apply, Commissaire General, Palais de la Foire, Lille.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 6-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARCELONA: IDEAL HOME EXHIBITION (HOGAROTEL 67) – November 11-26.
Apply, Salon Monografico, Nacional, Avenue Maria Cristina, Barcelona 4.

Handicrafts, Fancy Goods, etc.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – March 9-19.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HERNING: HOBBY AND VACATION SHOW – March 22-27.
Apply, A/S Herning-Hallen, Herning.

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April 24-May 7.
• Apply, Mostra-Mercato Nazionale dell Artigianato, Piazza della Liberta, Florence.

OSLO: HOBBIES AND DO IT YOURSELF EXHIBITION – April 27-May 7.
Apply, Farveradet, Postboks 98, Tasen, Oslo 8.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August 18-27.
Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – August 31-September 10.
Apply, A/S Herning-Hallen, Herning.

Heating and Ventilating

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – April 1-9.
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

PARIS: INTERNATIONAL HEATING AND AIR-CONDITIONING EXHIBITION – May 16-25.
Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel. Knightsbridge 9628).

BRUSSELS: INTERNATIONAL HEATING AND AIR-CONDITIONING EXHIBITION – September 16-24.
† Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

STOCKHOLM: EXHIBITION FOR WATER, VENTILATION AND SANITARY EQUIPMENT. (V.V.S. AKTUELLT 67) – October 31-November 3.
Apply, Wall-Horgen Mass-Service AB Sturegatan 8, Stockholm 0.

Horticulture and Horticultural Equipment

ORLEANS: INTERNATIONAL FLOWER EXHIBITION – April 22-October 15.
Apply, Societe d'Economie Mixte pour l'Exploitation du Parc Horticole d'Orleans (S.E.M.P.O.) Marie d'Orleans, Loriet.

Hospital and Medical Equipment

DUBLIN: SURGICAL TRADE EXHIBITION – March 30-April 1.
Apply, Mr. W. Jones, Organizing Director, Surgical Trade Exhibition, Association of Surgeons of Great Britain & Ireland, 41 Grafton Street, Dublin 2.

BARCELONA: 7TH INTERNATIONAL CONGRESS – EXHIBITION OF ELECTRORADIOLOGY – April 2-8.
Apply, Dr. Fernando Machon, Secretaria del Congreso – Exposicion Internacional de Electroradiologia, Facultad de Medicina, Barcelona.

ODENSE: INTERNATIONAL HOSPITAL EXHIBITON – May 3-7.
Apply, Exhibition Secretariat, Fyens Forum, Odense, Copenhagen.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 30-June 3.
• Apply Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BERLIN: HOSPITAL EQUIPMENT EXHIBITION (FAB) – May 30-June 2.
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: WORLD DENTAL CONGRESS – July 7-13.
Apply, Secretariat General, 22 Avenue de Villiers, Paris, 17e. (Tel 924-85.32).

PARIS: INTERNATIONAL VETERINARY CONGRESS –July 17-22.
Apply, M. le Professeur Fontaine, Ecole Nationale Veterinaire d'Alfort (Seine).

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 25-December 3.
† Apply, Reg. Lawson & Co., Green Dragon House, High Street, Croydon, Surrey. (Tel. Municipal 5741-2).

Laundry and Allied Services

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 24-December 4
† Apply, Commissaire General, 80 boulevard Malesherbes, Paris, 8e.

Leather, Leather Goods and Fur

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 15-20.
• Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 2e.

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – April 22-27.
Apply, Messeleitung der Stadt Pirmasens, 678 Pirmasens, Dankelsbachstrasse 19, Postfach 860, Germany.

FRANKFURT: INTERNATIONAL FUR FAIR – April 26-30.
• Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt - am - Main, Börsenstrasse 8.

MILAN: INTERNATIONAL LEATHER EXHIBITION (MIPEL) – June 24-28.
• Apply, Mercato Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

UTRECHT: SUMMER TRADE FAIR FOR TRAVEL AND LEATHER GOODS – June 5-9.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 26-30.
Apply, Offenbacher Messe-G.m.b.H., 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 8-13.
• Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris, 9e.

Motor Vehicles, Motor Cycles and Bicycles

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 9-19.
• Apply, Salon International de l'Automobile, 5 Rue du Jacques – Balmat, Geneva.

BARCELONA: INTERNATIONAL MOTOR SHOW April 22-30.
Apply, Feria Oficial E Internacional De Muestras En Barcelonas, Palacio No. 1 Avenida Maria Christina, Barcelona.

BELGRADE: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 22-30.
Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

FRANKFURT: INTERNATIONAL MOTOR EXHIBITON – September 14-24.
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE, MOTOR-CYCLE AND SPORTS EXHIBITION – October 5-15.
• Apply, Commissaire General, 34 boulevard Haussmann, Paris, 9e.

MILAN: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – October 14-22.
† Apply, National Association of Cycle, Motor Cycle & Accessories Manufacturers, Via Mauro Macci 32, Milan.

TURIN: INTERNATIONAL MOTOR SHOW – November 1-12.
• Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

OSLO: OFFICE MACHINERY AND EQUIPMENT EXHIBITION – September 6-14.
Apply, Kontormaskinforhandlernes, Landsforening, Prinsensgt, 21, Oslo.

ZURICH: OFFICE EQUIPMENT EXHIBITION (BUFA) – September 12-16.
† Apply, Schwiez. Burofach-Verband, Walter Rentsch Jr., Heinrichstrasse 216, NCR, P.O. Box 3046, 8023 Zurich.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 29-October 7.
• Apply, Associazione Nazionale Commercianti Macchine e Forniture per Ufficio. Piazze Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – October 12-21.
• Apply, Salon de l'Equipement de Bureau. 61 Place de Valois, Paris, 1 er.

European Trade Fairs, *continued*

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October 16-21.
Apply, The Finnish Fair Corporation, Helsinki, 25.

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR REPROGRAPHY – October 25-30.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Packaging Machinery and Materials

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 19-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

COPENHAGEN: SECOND INTERNATIONAL PACKING FAIR (NORD PACK 67) – April 27-May 5.
† Apply, Universal Fair & Exhibition Service Ltd., Ryvange Alle 20, Copenhagen Ø.

MOSCOW: INTERNATIONAL EXHIBITION 'MODERN MECHANICAL AND AUTOMATED EQUIPMENT, PACKING EQUIPMENT AND TRANSPORTATION CONVEYANCES FOR THE FOOD INDUSTRY' (INPRODMASH '67) – May 16-29.
Apply, Directorate of the International Exhibition "Modern Mechanical & Automated Equipment, Packing Equipment & Transportation Conveyances for the Food Industry' 6, ul, Kuibysheva, Moscow, USSR.

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October 4-10.
† Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

GOTHENBURG: SECOND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25.
Apply, A. Vleeshouwers, Scandinexpo AB, Stamgatan 38, Gothenburg. G.C.

Philately

AMSTERDAM: INTERNATIONAL PHILATELIC EXHIBITION (AMPHILEX '67) – May 11-21.
Apply, The Secretary, Kortenaerkade 12, 'S-Gravenhage, Amsterdam.

Pottery and Glass

VICENZA: INTERNATIONAL CERAMICS EXHIBITION – March 5-12.
* Apply, Ente Fiera di Vicenza, Centra Mure Porta Nova 3, Vicenza.

VALENCIA: THIRD INTERNATIONAL CERAMICS EXHIBITION – March 26-April 2.
Apply, Sr. Director, Feria Monografica Decoratives. Apartado de Correos 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 18-26.
* Apply, Commissaire General, 32, rue de Paradis, Paris, 10e.

Printing and Stationery

DÜSSELDORF: INTERNATIONAL PAPER AND PRINTING EXHIBITION (DRUPA '67) – May 26-June 8.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Scientific, Surgical and Photographic Instruments

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL, REGULATION AND AUTOMATION (MESUCORA) – April 14-21.
* Apply, MESUCORA, 40 Rue de Colisee, Paris 8e.

Ships and Boats

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 8-19.
* Apply, 'Allt for Sion' Fack, Storangsvagen 18, Stockholm NO.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 10-19.
* Apply, R.A.I. Gebouw, Europaplein 8, Amsterdam, 2.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 10-19.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

GOTHENBURG: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

OSLO: 'THE SEA FOR ALL' '67 (SJOEN FOR ALLE – '67) – April 7-16.
Apply, Norske Batbyggeriers Forening, Motorimportornes Landsforening, V/h. r. Advokat Gerhard Wiese, Stortingsgt. 12. Oslo.

HALSINGBORG: INTERNATIONAL SHIPPING EXHIBITION – August 31-September 10.
Apply, AB Hälsingborgsutstallningar, Hälsingborg Exhibitions Ltd., Hamntobget, Hälsingborg, Sweden.

HELSINKI: MARINE EXHIBITION 'NAVIGARE '67' – September 15-24.
Apply, Finnish Fair Corporation, Helsinki.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 7-11.
* Apply, Anglian Trade Promotions Ltd., 67/69, Chancery Lane, London, W.C.2. (Tel. Chancery 6561).

Textiles

HERNING: SCANDINAVIAN TEXTILE FAIR – March 4-8.
Apply. Dansk Textil Messe, Ostergade 33, Herning.

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 23-26.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

DORNBIRN: INTERNATIONAL TEXTILES EXHIBITION (OTEX) – May 17-19.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

OSLO: NORWEGIAN PIECEGOODS SALES FAIR – May. (For Norwegian agents only).
Apply, Chairman, Textile Group of The Import & Export Agents' Association, Oslo.

DORNBIRN: INTERNATIONAL TEXTILES EXHIBITION (OTEX) – November 14-16.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 21-24.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

OSLO: NORWEGIAN PIECEGOODS SALES FAIR – November. (For Norwegian agents only).
Apply, Chairman, Textile Group of the Import and Exports Agents Association, Oslo.

Textile Machinery

BASLE: INTERNATIONAL TEXTILE EXHIBITION – September 27-October 6.
Apply, British Textile Machinery Organization, Old Colony House, South King Street, Manchester, 2.

Toys, Games and Sports Equipment

LISBON: INTERNATIONAL EXHIBITION OF NAUTICAL, AERONAUTICAL AND CAMPING EQUIPMENT – March 10-19.
Apply. Feira Internacional De Lisboa, Praca Das Industrias, Lisboa, Portugal.

PARIS: NATIONAL CAMPING, CARAVANNING AND SPORTS EXHIBITION – April 8-23.
* Apply, 60 rue Notre-Dames-Des-Victoires, Paris, 2e.

MADRID: FIRST SPORTS AND CAMPING FAIR (SALON DEL DEPORTE Y CAMPING '67) – April 13-23. (International participation through local agents only).
Apply, Camara Oficial De Comercio De Madrid Plaza de le Independencia 1, Madrid-1.

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – April 23-25.
Apply, International Sportartikel-Messe Wiesbaden G.m.b.H., 62 Wiesbaden, Langgasse 17.

PARIS: INTERNATIONAL HUNTING, FISHING AND CAMPING EXHIBITION – May 13-25.
† Apply, M. Lemoine, 23 Rue Notre-Dame-Des-Victoires, Paris, 2e.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS EXHIBITION – June 24-July 9.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COPENHAGEN: SPORT FAIR – September 23-October 1.
Apply, Erling Sundo A/S, Skindergade 23, Copenhagen K.

PARIS: INTERNATIONAL PROFESSIONAL OPEN-AIR EQUIPMENT AND FISHING EXHIBITION – September 23-25.
* Apply, M. Dayne, 15 rue de la Paix, Paris, 2e. (Tel. 742.24.60).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) October 22-24.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Sullivan 2134).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – September 2-11.
* Apply, Commissariat General, Salon International de l'Horlogerie, 54 Grand Rue, Besancon.

Wood and Woodworking Machinery

KLAGENFURT: AUSTRIAN TIMBER FAIR – August 10-20.
* Apply. C.E.S. (Overseas) Ltd., 225, Balham High Road, London, S.W.17. (Tel. Balham 4650).

Congresses and Associated Exhibitions

MOSCOW: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION (INTERGORMASH '67) – July 8-19.
Apply, Directorate of the 'Fifth International Mining Congress & Exhibition', 6 ul Kuibysheva, Moscow, USSR.

Miscellaneous

COPENHAGEN: SCANDINAVIAN TRANSPORT FAIR (NORD-TRANS '67) – April 27-May 5.
Apply, Universal Fair and Exhibition Service Ltd., Ryvange Alle. 20, Copenhagen Ø.

ROME: COMMUNITY LIFE EXHIBITION – May 5-14.
Apply, Secretariat General, Via Viglien 10, Rome.

PARIS: INTERNATIONAL EXHIBITION FOR THE SAFETY AND THE PROTECTION OF PEOPLE AND GOODS (EUROPROTECTION) – May 13-22.
Apply, Europrotection, 23, Rue Notre Dame-Des-Victoires, Paris, 2e.

DORTMUND: INTERNATIONAL SCHOOLS EXHIBITION – June 3-11.
Apply. Schulverwaltungsamt der Stadt Dortmund, 4600 Dortmund, Balkenstraße 12-20.

UMEA (SWEDEN): NOLIA '67 (INDUSTRIAL PRODUCTION, COMMUNAL AND REGIONAL SERVICES, TOURISM) – August 10-20.
Apply, Norrlanska Industrimassan AB Storgatan 30, Umea.

DÜSSELDORF: EXHIBITION AND CONGRESS OF INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 15-18.
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

1968—General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LYONS: INTERNATIONAL TRADE FAIR – March.
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

ZAGREB: INTERNATIONAL SPRING FAIR – April.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HANOVER: HANOVER FAIR – April 27-May 5.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BUDAPEST: INTERNATIONAL TRADE FAIR – May.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U. 17, Budapest V.

GOTHENBERG: SWEDISH TRADE FAIR – May.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

BARCELONA: INTERNATIONAL SAMPLES FAIR– June 1-15.
* Apply, Feria Oficial E International De Muestras En Barcelona, Palacio No 1, Avenida Maria Christina, Barcelona.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, State Information & Tourist Office of Portugal, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

POZNAN: 37TH INTERNATIONAL TRADE FAIR – June.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August.
* Apply, Stiftelsen Skanemassan, Masshallar, Box 19015, Malmo.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September 1-4.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

BRNO: INTERNATIONAL TRADE FAIR – September
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

STOCKHOLM: ST. ERIK'S FAIR – September.
* Apply, Direktor Ulfeld, St. Erik's Massan Storangsvagen 18, Stockholm.

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September.
* Apply, Office of The Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 27-October 6.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

METZ: INTERNATIONAL FAIR – September-October.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4. (Tel Central 9431).

COPENHAGEN: INTERNATIONAL TRADE FAIR – October.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

1968—Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 26-February 4.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 11-18.
† Apply, Secretariat General, 2 Avenue Louis Bertrand, Brussels 3.

ESBJERG (DENMARK): INTERNATIONAL FISHERIES TRADE FAIR – April 24-May 5.
Apply, Universal Fair & Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

MUNICH: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26.
† Apply, Deutsche Landwirtschafts-Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

NOVI-SAD: 35TH INTERNATIONAL AGRICULTURAL FAIR – May.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO). – May 21-June 21.
Apply, Feria Internacional del Campo., Av. de Portugal, s/n. Madrid 11.

Aircraft and Aeronautical Equipment

HANOVER: INTERNATIONAL AIR SHOW – April 26-May 5.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June 1-13.
† Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, S.W.7. (Tel. Knightsbridge 7512).

Books and Periodicals

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24.
* Apply, Ausstellungs und Messe G.m.b.H. des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

MUNICH: INTERNATIONAL TRADE FAIR FOR BUILDING MATERIALS AND INTERIOR DECORATION (BAU) – February 17-25.
† Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 16-26.
† Apply, Salon International du Material de Travaux Publics et de Batiment, 1 Avenue Niel, Paris 17.

MALMO: 50TH INTERNATIONAL SKANEMASSAN WITH 'BYGG-MA II' – SPECIAL FAIR FOR THE BUILDING INDUSTRY. – August 16-25.
Apply. Stiftelsen Skanemassan, Malmo Masshallar, Malmo, (Postal address Box 19015), Malmo 19, Sweden. (Tel. 040/80030).

Chemicals and Allied Industries including Plastics

PARIS: CHEMICAL INDUSTRY, RUBBER AND PLASTICS EXHIBITION – May 24-June 1.
Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

MILAN: INTERNATIONAL PLASTICS EXHIBITION (PLAST '68) – October 5-13.
Apply, Union Plast Viale, Teodorica 19/2, Milan.

Civil Defence

COLOGNE: INTERNATIONAL CIVIL DEFENCE EXHIBITION – May 18-26.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Clothing and Footwear

BERLIN: FASHION WEEK – March.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March.
Apply, John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: FASHION WEEK – March 31-April 4.
* Apply, Mode-Woche München GmbH, 8 München 23, Leopoldstrasse 44.

BERLIN: FASHION WEEK – April.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD –April.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR DISPLAY (GDS) – April.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – September.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 19-22.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229,

European Trade Fairs, *continued*

COLOGNE: INTERNATIONAL FAIR OF LINGERIE – *continued*
Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 6-10.
* Apply, Mode-Woche München G.m.b.H., 8 München 23, Leopoldstrasse 44.

BERLIN: FASHION WEEK – October.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October.
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November.
* Apply, Salon International du Pret-a-Porter Feminin, 23, Rue Notre-Dame-Des-Victoires, Paris 2e.

Display and Shop Equipment

DÜSSELDORF: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22.
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Engineering, Radio and Electrical Goods

MALMO: INDUSTRIAL TRADE FAIR (MEKANIK) – April 19-23.
Apply, Skanemassan, Stadiongatan 25 Malmo, Box 19015.

DÜSSELDORF: INTERNATIONAL FOUNDRY TRADE FAIR (GIFA) – June 20-26.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – September 27-October 4.
Apply, The Secretariat, 1 Julius Thomsens Plads, Copenhagen V.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASUREMENT AND PRODUCTION EQUIPMENT (ELECTRONICA). – November 6-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Foodstuffs, Food Machinery, Hotel & Catering

STUTTGART: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 11-19.
Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 16-25.
† Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 21-29.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – November 1-10.
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Furniture, Furnishings, Household Equipment and Hardware

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 23-28.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3.
† Apply, Dennis G. Lowe, Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex. (Tel. Uxbridge 34891).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Handicrafts, Fancy Goods, etc.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – March 15-24.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VALENCIA: 4TH INTERNATIONAL CERAMICS EXHIBITION – March.
Apply, Sr. Director, Feria Monografica Decorativos, Apartado de Correos 476, Valencia.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7.
* Apply, CES (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

Hospital and Medical Equipment

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 20-24.
† Apply, Arbeitsgemeinschaft fur Fachmessen Hofackerstrasse 36, 8032 Zurich (Tel. 47.27.36).

GOTHENBURG: INTERNATIONAL MEDICAL CARE AND HEALTH EXHIBITION – April 3-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – June 5-9.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Laundry and Allied Services

FRANKFURT: INTERNATIONAL LAUNDRY, DRY CLEANING AND DYEING EXHIBITION – June 9-[illegible]
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London E.C.4. (Tel. Central 5050).

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – March 2-7.
* Apply, Offenbacher Messe G.m.b.H, [illegible] Offenbach-am-Main 1, Kaiserstrasse 112.

FRANKFURT: INTERNATIONAL FUR FAIR – April 24-28.
* Apply, Frankfurter Rauchwaren Messe GmbH, 6 Frankfurt-am-Main, Börsenstrasse 8.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September.
* Apply, The Secretary, Conseil National du Cuir, 2 Rue Edouard VII, Paris 9e. (Tel. OPE 68.60).

Motor Vehicles, Motor Cycles and Bicycles

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February.
† Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 1, Amsterdam, Z.1.

AMSTERDAM: INTERNATIONAL MOTORCYCLE, MOPEDS, CYCLES AND ACCESSORIES EXHIBITION – February-March.
* Apply, Netherlands Cycle and Automobile Industry Association Europaplein 1, Amsterdam, Z.1.

COLOGNE: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1. (Tel. Sullivan 2134).

Office Machinery and Equipment

FREDERICIA: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – April 22-28.
Apply, Secretariat Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March.
* Apply, Graphispack '68, Av. Maria Christina S/N, Feria de Meustras, Barcelona 4.

Pottery and Glass

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June.
* Apply, Commissaire General, 32 rue de Paradis, Paris, 10e.

Scientific Surgical and Photographic Instruments

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 9-14.
† Apply, Sekretariat, Ilmac, Basle 21.

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September-October.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London S.W.1. (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Ships and Boats

HAMBURG: BOAT SHOW – January 17-24.
* Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 8-17.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Textiles

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 19-22.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Toys, Games and Sports Equipment

NUREMBERG: INTERNATIONAL TOY FAIR – February 11-16.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – March 17-19.
* Apply, Internationale Sportartikelmesse Wiesbaden G.m.b.H., 62 Wiesbaden, Langgasse 17.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Miscellaneous

WIESBADEN: INTERNATIONAL PETS TRADE FAIR – May 17-19.
† Apply, Zentralverband Zoologischer Fachgeschäfte Deutschlands e.V., 6 Frankfurt-am-Main, Stresemannallee 35-37.

HANOVER: 9TH EUROPEAN EDUCATION MATERIALS FAIR (DIDACTA) – June 7-11.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

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Motor Vehicles, Motor Cycles and Bicycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 11-21.
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Westendstrasse 61.

Packaging Machinery and Materials

DÜSSELDORF: 5TH INTERNATIONAL FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

SECTION III

Trade fairs and exhibitions outside Europe

1967—General

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20.
Apply, Tripoli International Trade Fair, Giaddat O Muktar, Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – March 14-27.
* Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

TOKYO: 7TH INTERNATIONAL TRADE FAIR – April 18-May 7.
Apply, Tokyo International Trade Fair Commission, CPO Box 1201, Tokyo.

CASABLANCA: INTERNATIONAL TRADE FAIR – April 22-May 15.
Apply, M. Mohamed Dadoun, Foire Internationale de Casablanca, 7 Rue Jules Mauran, Casablanca, SA, Morocco.

EDMONTON: NORTHWEST CANADIAN TRADE FAIR – May 1-6.
Apply, D. W. Wright, Manager, Administration Building Exhibition Grounds, Edmonton, Alberta.

VANCOUVER: BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – May 17-27.
Apply, Agent General, British Columbia House, 1-3 Regent Street, London, S.W.1. (Tel. Whitehall 6857).

NDOLA: ZAMBIA TRADE FAIR – June 30-July 3.
Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd., PO Box 1058, Ndola.

WELLINGTON (NEW ZEALAND): THIRD INTERNATIONAL TRADE FAIR – August 17-September 2.
Apply, Secretary (C. W. Halliwell), Wellington Show Association Inc., 7-11 Ghuznee Street, Wellington, NZ.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 18-September 4.
Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

IZMIR: INTERNATIONAL FAIR – August 20-September 20.
Apply, Izmir International Fair, Kultur park, Izmir.

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20.
Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 4TH INTERNATIONAL TRADE FAIR – September 4-19.
* Apply, Algerian Chamber of Commerce and Industry, Algiers.

NAIROBI: INTERNATIONAL AGRICULTURAL SHOW AND TRADE FAIR – September 26-30.
* Apply, Agricultural Society of Kenya, PO Box 30176, Nairobi.

MOGADISHU (SOMALILAND): INTERNATIONAL FAIR – September 28-October 12.
Apply, Camera di Commercio della Somalia , PO Box 27, Mogadishu.

SYDNEY: INTERNATIONAL TRADE FAIR – October 19-28.
Apply, Industrial and Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

SYDNEY: ORANGE NATIONAL FIELD DAYS – November.
Apply, Orange National Field Day Committee, Orange, NSW.

MADRAS: INDIAN INTERNATIONAL TRADE AND INDUSTRIES FAIR – December '67-January '68.
Apply, All India Manufacturing Organization, Madras.

1967—Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

TEL AVIV: INTERNATIONAL AGRICULTURAL AND FOOD FAIR – May 23-June 10.
Apply, Industrial & Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LOURENCO MARQUES: AGRICULTURAL, COMMERCIAL AND INDUSTRIAL FAIR (FACIM) – June 24-July 9.
Apply, Farim Feira Agro-Pecuania Commercial e Industrial de Mocambique Predio Santos Gil 2°. n°. 22 Caixa Postal 1761, Lourenco Marques.

CALGARY: THE CALGARY EXHIBITION AND STAMPEDE SHOW – July 6-15.
Apply, I. W. Parson, General Manager, Box 1060, Calgary, Alberta.

Aircraft and Aeronautical Equipment

READING (PENNSYLVANIA): AIR SHOW – June 8-10, 1967.
Apply, C. J. Melvile – The Reading Show, Municipal Air Port, PO Box 1201, Reading, PA 19603.

Building and Public Works

TORONTO: CANADIAN NATIONAL HOME SHOW – March 31-April 8.
Apply, Mr. Grant Smedor, General Manager, National Home Show, 1819 Yonge Street, Toronto, Ontario.

SYDNEY: BUILDING TRADES EXHIBITION – July 24-29.
Apply, Exhibition Organizers Ltd., 3 Clements Inn, London, W.C.2.

SYDNEY: IDEAL HOME EXHIBITION – August 18-26.
Apply, Industrial and Trade Fairs (PTY) Ltd., Commonwealth House, New Oxford Street, London, W.C.1.

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS COVENTION AND EXPOSITION – December 3-7.
* Apply, National Association of Home Builders, 140 South Dearborn Street, Chicago 3, 60603.

Chemicals and Allied Industries including Plastics

TORONTO: PLASTICS SHOW OF CANADA – May 30-June 2.
Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto, 2, Canada.

CHICAGO: 13TH NATIONAL CHEMICAL EXPOSITION – September 12-15, 1967. To be held at Conrad Hilton Hotel.
Apply, American Chemical Society, 86 East Randolph Street, Chicago, Illinois 60601.

TOKYO: CHEMICAL PLANT ENGINEERING EXHIBITION – September 25-30.
Apply, The Society of Chemical Engineers, Japan, Japan Management Association, Kyoritsu Building, 25 Shiba Park, Minato Ku, Tokyo.

TOKYO: INTERNATIONAL OIL, HYDRAULIC AND PNEUMATIC MACHINE FAIR – October 6-12.
Apply, Mr. Yutaka Toda, Nihon Kogyo Shinbun, 3 1-Chome, Ohtemachi, Chiyoda-Ku, Tokyo.

Clothing and Footwear

NEW YORK: NATIONAL SHOE FAIR – April 2-5.
Apply, National Shoe Manufacturers' 1929, 8th Avenue at 34th Street, New York, NY.

Trade Fairs Outside Europe, *continued*

NEW YORK: EXHIBITION OF UNITED STATES NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 9-13.
Apply, National Association of Men's Sportswear Buyers, Hotel New Yorker, New York.

ATLANTIC CITY: NATIONAL FOOTWEAR MANUFACTURERS ASSOCIATION INC. EXPOSITION – May 25-27.
* Apply, National Shoe Manufacturers' Association, 342 Madison Avenue, New York, NY.

MONTREAL: THE SHOE AND LEATHER FAIR – October 1-3.
* Apply, Canadian Shoe and Leather Fair, Suite 710, 1010 St. Catherine Street, W. Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR – October 8-11.
Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, NY.

NEW YORK: SHOE SHOW – November 11-15.
* Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, NY.

Display and Shop Equipment

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 28-31 at McCormick Place.
* Apply, National Automatic Merchandising Association, 7 South Dearborn St. Chicago 3, Illinois 60603.

Engineering, Radio and Electrical Goods

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 13-17. At the Great Western Exhibit Centre.
Apply, American Society for Metals, Metals Park, Ohio.

NEW YORK: INSTITUTE ELECTRICAL AND ELECTRONIC ENGINEERS INTERNATIONAL CONVENTION – March 20-24.
* Apply, William C. Copp, 72 W.45 Street, New York, N.Y. 10036.

CHICAGO: TOOL EXPOSITION (ASTME) – 24-28 April.
Apply, American Society of Tool and Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan 48128.

NEW YORK: NATIONAL LIGHTING EXPOSITION – April 30-May 3.
† Apply, Robert Pomerance, Show Director, Snitow Organization, 331 Madison Avenue, New York, N.Y.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – May 1-5.
† Apply, Show Manager, Production Show, '67 Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: DESIGN ENGINEERING SHOW – May 15-18. At the Coliseum.
* Apply, United Kingdom Agents: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

NEW YORK: FIRST INTERNATIONAL COMPUTER SHOW – June 5-8.
Apply, Computer Exposition Inc., 554 Fifth Avenue, New York, N.Y. 10036.

NEW YORK: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE ON ELECTRONIC COMPONENTS (NEP/CON '67 EAST) – June 13-15.
Apply, Industrial and Scientific Conference Management, Inc., 222 West Adams Street, Chicago, Illinois.

CHICAGO: ELECTRONICS PARTS DISTRIBUTORS SHOW – June 18-20.
Apply, Kenneth C. Prince, 100 South Wacker Drive, Suite 1702, Chicago, Illinois, 60606.

CHICAGO: NATIONAL COMMUNITY TELEVISION ASSOCIATION – June 25-29.
Apply, Wally Briscoe Convention Manager, 815, 17th Street, N.W., Washington, D.C.

SYDNEY: 8TH BIENNIAL INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – July-August.
Apply, Industrial Public Relations Service (NSW) Pty. Ltd., RAS Show Ground, Moore Park, Box 4962 GPO Sydney.

MELBOURNE: FOURTH INTERNATIONAL ENGINEERING SHOW – August 7-12.
Apply, Industrial Public Relations of Australia, Pty. Ltd., 392 St. Kilda Road, Melbourne.

JOHANNESBURG: THE MINING EXHIBITION – August 21-26.
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

SAN FRANCISCO: WESTERN ELECTRONIC SHOW AND CONVENTION-WESCON – August 22-25. At Cow Palace.
* Apply, Mrs. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

CHICAGO: 22ND ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – September 11-14.
* Apply, Du Mont Publicity Co. Ltd., 32 Chesilton Road, London, S.W.6. (Tel. Renown 5685).

TORONTO: INTERNATIONAL ELECTRONICS CONFERENCE AND EXPOSITION – September 25-27, 1967.
Apply, Clemens G. Blanke Esq., Exhibits Manager, International Electronics Conference, 1819 Yonge Street, Toronto 7, Canada.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION (ELECTRA 67) – October 16-21.
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

CHICAGO: 23RD ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 23-25.
* Apply, General Manager, National Electronics Conference, Inc., 228 North La Salle Street, Chicago, Illinois 60601.

CLEVELAND: AMERICAN SOCIETY FOR METALS EXPOSITION – October 16-19.
Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

JOHANNESBURG: MACHINE TOOLS AND MECHANICAL ENGINEERS EXHIBITION – September 18-23.
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

CHICAGO: ATOMIC INDUSTRIAL FORUM – November 6-9.
Apply, Charles Robbins, 850 Third Avenue, New York, N.Y. 10022.

CHICAGO: AMERICAN NUCLEAR SOCIETY – November 6-10.
Apply, Octave Du Temple, 244 East Ogden Avenue, Hinsdale, Illinois.

Foodstuffs, Food Machinery, Hotel and Catering

CHICAGO: BISCUIT AND CRACKER MANUFACTURERS ASSOCIATION – April 10-14.
Apply, W. E. Piper, 400 East Ontario Street, Chicago, Illinois, 60611.

CHICAGO: NATIONAL RESTAURANT CONVENTION – May 22-25, 1967.
* Apply, The Director, National Restaurant Association, 1530 North Lake Shore Drive, Chicago III.

CHICAGO: NATIONAL CONFECTIONERS ASSOCIATION OF THE U.S. – May 28-June 1.
Apply, John M. Scheer, 36 South Wabash, Chicago, Illinois, 60603.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 26-29.
* Apply, Charles Snitow Organization Inc., 331 Madison Avenue, New York, N.Y. 10017.

CAPE TOWN: HOTEL AND CATERING TRADES EXHIBITION – September 11-15.
Apply, S. A. Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

TORONTO: SUPERMARKET SHOW – October 10-12.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HOTEL EXPOSITION –
* Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, N.Y. 10019.

Furniture, Furnishings, Household Equipment and Hardware

TORONTO: NATIONAL INTERIOR DESIGN SHOW – May 23-25.
Apply, Robert M. Gowdy, Show Manager, National Interior Design Show, 450 Alliance Avenue, Toronto 9, Ontario.

CHICAGO: FIRST INTERNATIONAL CONTRACT EXPOSITION – March 20-22.
Apply, Harry Finkel, Merchandise Mart, Chicago, Illinois, 60654.

TOKYO: INTERNATIONAL HOME SHOW – June 9-18.
Apply, The Tokyo International Home Show, Management Office, c/o Cultural Project Section, The Asahi Shimbun, Tokyo Head Office, 2-3 Yuraku-Cho, Chiyoda-Ku, Tokyo, Japan.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – June 12-16.
Apply, National Housewares Manufacturers' Association, 1130 Merchandise Mart, Chicago 111, 60654.

MONTREAL: NATIONAL FLOOR COVERING EXHIBITION – August 6-12, 1967.
Apply, The President, The Floor Covering Club of Montreal, 1090 Berri Street, Montreal.

MONTREAL: FALL HARDWARE SHOW – September.
* Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HARDWARE SHOW – October 9-12.
* Apply, Charles Snitow Organization, 331 Madison Avenue, New York, N.Y. 10017.

Handicrafts and Fancy Goods

VANCOUVER: SPRING GIFT SHOW – April 3-5.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

MONTREAL: GIFT SHOW – March 13-16.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

ATLANTIC CITY: KNITTING ARTS EXHIBITION – May 8-12.
† Apply, Mr. Robert T. Kenworthy, Knitting Arts Exhibition, 10 East 40th Street, New York, N.Y. 10016.

CHICAGO: CHICAGO GIFT SHOW – July 30-August 4.
Apply, William E. Little, 220 Fifth Avenue, New York, N.Y. 1001.

SAN FRANCISCO: GIFT SHOW – August 6-9.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

NEW YORK: THE 72ND NEW YORK GIFT SHOW – August 13-18.
Apply, M. Geo. F. Little, Little Bros. Show's Inc., 220 Fifth Avenue, New York City, N.Y.

MONTREAL: GIFT SHOW – August 28-31.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

TORONTO: GIFT SHOW – September 25-28.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

Hospital and Medical Equipment

CHICAGO: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – August 21-24, 1967.
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago.

TORONTO: 43RD ANNUAL CONVENTION., ONTARIO HOSPITAL ASSOCIATION – October 23-25.
Apply, Mr. G. S. Roberts, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Ontario.

Laundry and Allied Services

CLEVELAND: LAUNDRY MACHINE EXHIBITION – March 7-12.
Apply, Mr. George P. Fulton, Executive General Manager, National Institute of Dry Cleaning, Silver Spring, Maryland, 20910.

MONTREAL: CANADIAN LAUNDERERS AND DRY CLEANERS SHOW – November 16-19, 1967.
Apply, Canadian Launderers and Dry Cleaners Show, 481 University Avenue, Toronto 2, Canada. (Tel. 362-5311).

Leather, Leather Goods and Fur

SAO PAULO (BRAZIL): 5TH INTERNATIONAL LEATHER SHOW – March 4-12.
Apply, Alcantara Machado, Comercio e Emprendimentos Ltda., Rua Brasilio Machado 60, Sao Paulo.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 31-November 2.
Apply, Leather and Allied Industries Exposition, 411 Fifth Avenue, New York, N.Y.

Motor Vehicles, Motor Cycles and Bicycles

JOHANNESBURG: GARAGE EQUIPMENT AND MOTOR SPARES EXHIBITION – November 13-18.
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

Packaging

CHICAGO: AMERICAN MANAGEMENT ASSOCIATION PACKAGING EXPOSITION – April 9-14.
Apply, Saul Poliak, c/o Poliak & Clapp, 341 Madison Avenue, New York, N.Y. 10017.

SINGAPORE: PACKAGING EQUIPMENT AND MATERIAL EXHIBITION – May-June.
Apply, Economic Development Board, Light Industries Services Division, Singapore.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 1-3.
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

JOHANNESBURG: PACKAGING AND PRODUCT PROCESSING EXHIBITION – July 24-29.
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

Printing and Stationery

TORONTO: CANADIAN GRAPHIC ARTS SHOW – October 23-26.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2.

Scientific, Surgical and Photographic Instruments

MONTREAL: CANADIAN NUCLEAR ASSOCIATION INTERNATIONAL CONFERENCE AND EXHIBITION (MOUNT ROYAL HOTEL) – May 29-31.
* Apply, R. F. Gross, General Manager, Canadian Nuclear Association, 19 Richmond Street W., Toronto 1, Ontario.

Ships and Boats

CHICAGO: NATIONAL BOAT, TRAVEL AND OUTDOOR SHOW – March 24-April 2.
* Apply, The Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

TOYKO: 6TH TOYKO BOAT SHOW – March 25-28.
Apply, Nippon Shutei Shinkokai (Boating Promotion Association), Ginhokaku Building, 2 Ginza 3-Chome, Chuo-Ku, Tokyo.

TOYKO: INTERNATIONAL EXHIBITION OF PORT EQUIPMENT – May 8-13.
Apply, Organizing Committee, IAPH International Exhibition of Port Equipment, c/o Central Secretariat IAPH Mori 7th Building, 2 Tomoe-Cho Minato-Ku, Tokyo, Japan.

CHICAGO: MARINE TRADES EXHIBITION AND CONFERENCE – September 28-October 1.
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 3, Illinois, 60603.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 17-21. (At Textile Hall).
Apply, Southern Textile Exposition, Textile Hall, PO Box 5823, Station B, Greenville, E.C.

Toys, Games and Sports Equipment

NEW YORK: 17TH INTERNATIONAL TOY AND TRADE FAIR – March 5-10.
* Apply, International Trade Shows, 545 Fifth Avenue, New York 17, N.Y.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 10-18.
* Apply, Toronto Anglers' and Hunters' Association, 85 King Street East, Toronto 1, Ontario.

CHICAGO: AMERICAN FISHING TACKLE MANUFACTURERS ASSOCIATION – August 6-9.
Apply, A. J. Boehm, 20 North Wacker Drive, Chicago, Illinois, 60606.

Wood and Woodworking Machinery

LOUISVILLE: INTERNATIONAL FURNITURE AND WOODWORKING SUPPLY FAIR – September 17-21. At Kentucky Fair and Exposition Centre.
Apply, National Association of Furniture Manufacturers Inc., 666 Lake Shore Drive, Chicago, Illinois.

SINGAPORE: METALWORKING AND WOODWORKING MACHINERY AND MATERIALS HANDLING EQUIPMENT EXHIBITION – September-October.
Apply, Economic Development Board, Light Industries Services Division, Singapore.

Miscellaneous

MONTREAL: CANADIAN ASSOCIATION OF PURCHASING AGENTS (QUEEN ELIZABETH HOTEL) – July 9-11.
* Apply, W. A. Small, Managing Director, 375 Bay Street, Toronto 1, Ontario. (Tel. 366-3043).

CHICAGO: MUSIC SHOW – July 10-14. At Conrad Hilton Hotel.
* Apply, Exhibition Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois.

REGINA, SASKATCHEWAN: INDUSTRIAL EXPOSITION AND MINERAL SYMPOSIUM (MAINLY POTASH, MINING, NATURAL GAS AND OIL INDUSTRIES) – August 27-September 2.
Apply, Government of Saskatchewan, Regina, Canada.

1968—General

MADRAS: INTERNATIONAL TRADE AND INDUSTRIES FAIR – January 12-February 17.
Apply, All-India Manufacturing Organization, Jeevan Sahakar, Sir Pherozshah Mehta Road, Bombay 1.

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – February 28-March 20.
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – April 2-15.
* Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

OSAKA: INTERNATIONAL TRADE FAIR – April.
Apply, International Trade Fair Commission, Honmachi Bashi, Higashi Koo, Osaka.

TUNIS: INTERNATIONAL FAIR – May 24-June 9.
Apply, Foir International de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

TEL AVIV: INTERNATIONAL TRADE FAIR – June 4-22.
† Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, W.C.2. (Tel. Holborn 9696).

NDOLA: ZAMBIA TRADE FAIR – June-July.
* Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd., PO Box 1058, Ndola.

TORONTO: CANADIAN NATIONAL EXHIBITION – August-September.
* Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2794).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, Brigadier B. W. Bethel, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4. (Tel. City 4444).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20.
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 5TH INTERNATIONAL TRADE FAIR – September.
* Apply, Algerian Chamber of Commerce and Industry, Algiers.

SYDNEY: INTERNATIONAL TRADE FAIR – October.
* Apply, Industrial and Trade Fairs (Pty.) Ltd., 3rd Floor, ADC House, 77 Pacific Highway, North Sydney, N.S.W. PO Box 428, North Sydney.

CAIRO: INTERNATIONAL TRADE FAIR – November.
Apply, Ministry of Economy, General Organization for International Exhibitions and Fairs, Exhibition Ground, Nasr City, Cairo.

1968—Specialized

Chemicals and Allied Industries including Plastics

TOKYO: INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS) – 1968.
Apply, The Japan Society of Plastics Technology 8, 2-Chome, Giza Higashi, Chuo-Ku, Tokyo.

Engineering, Radio and Electrical Goods

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-31.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

DETROIT: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7.
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

Hospital and Medical Equipment

SAN FRANCISCO: AMERICAN ACADEMY OF ORTHOPAEDIC SURGEONS – January 20-25.
Apply, John K. Hart, Executive Secretary, American Academy of Orthopaedic Surgeons, 29 E. Madison Street, Chicago, Illinois, 60602.

Packaging

TOKYO: INTERNATIONAL PACKAGING EXHIBITION –September 4-10.
Apply, Japan Packaging Institute, Tokyo International Trade Centre, Harumi, Tokyo.

Trade Fairs Outside Europe, *continued*

Printing and Stationery

CHICAGO: INTERNATIONAL PRINTING AND ALLIED TRADES EXHIBITON (PRINT '68) – June 20-25.
Apply, Show Company, 1605 North Cahuenga Boulevard, Los Angeles, California 90028.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 21-25.
Apply, Southern Textile Exposition, Textile Hall, PO Box 5823, Station B, Greenville, S.C.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

SECTION IV

Trade fairs and exhibitions in the United Kingdom

1967—General

HARTLEPOOL: HARTLEPOOLS INDUSTRIAL EXHIBITION – July 18-22.
Apply, Mr. B. H. Belshaw, Industrial Development Officer, Municipal Buildings, West Hartlepool Co., Durham. (Tel. Hartlepools 2161).

BRIGHTON: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 28-30. At Hotel Metropole.
* Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1967—Specialized

Agricultural, Forestry, Fishing, Agricultural Machinery

LONDON: DAIRY ENGINEERING EXHIBITION – April 3-7. At Earls Court.
Apply, Trades Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

BELFAST: ANNUAL SHOW – May 24-27. At Balmoral Show Grounds.
* Apply, Secretary-Manager, Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast 9. (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – May 31-June 3.
* Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath. (Tel. Bath 3010).

LONDON: WORLD FISHING EXHIBITION – June 1-7. At Olympia.
† Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 13-15. At Permanent Showyard.
* Apply, The Secretary, Three Counties Show, Malvern, Worcestershire. (Tel. Malvern 61731).

NORWICH: ROYAL NORFOLK SHOW – June 28-29.
* Apply, The Secretary, Royal Norfolk Agricultural Association, Showground Office, Dereham Road, Nr. Costessey, Norwich. (Tel. Diss 2444).

STONELEIGH ABBEY: ROYAL SHOW – July 4-7.
* Apply, The Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 11-13. At Permanent Showgrounds.
* Apply, The Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York. (Tel York 23166).

LONDON: ROYAL DAIRY SHOW – October 24-27. At Olympia.
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 4-8.
* Apply, Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 6-8. At Olympia.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Building and Public Works

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – October 2-7. At Crystal Palace.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 15-29. At Olympia.
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Caravans

LONDON: INTERNATIONAL CARAVAN EXHIBITION – November 8-18. At Earls Court.
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, E.C.4. (Tel. Fleet Street 6000).

Chemicals and Allied Industries including Plastics

LONDON: 19TH TECHNICAL EXHIBITION – March 13-17. At Alexandra Palace, N.22.
* Apply, General Secretary, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel Monarch 1439).

LONDON: INTERNATIONAL PLASTICS EXHIBITION (INTERPLAS '67) – June 21-July 1. At Olympia.
† Apply, The Organizer, INTERPLAS '67, Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Clothing and Footwear

BLACKPOOL: 'AUTUMN SHOES' EXHIBITION – March 14-16.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

LONDON AND PROVINCES: BRITISH FASHION WEEKS (LONDON PRESENTS) – April 10-May 31. LONDON FASHION WEEK – April 24-29.
* Apply, Mr. A. T. Elvy, Apparel, Fashion Industry's Association and British Fashion Export Groups, 92, New Cavendish Street, London, W.1. (Tel Museum 1260 & Langham 3353).

LONDON: JUNIOR FASHION FAIR – April 24-27. At RHS New Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

LONDON: PRESENTATIONS OF CHILDREN'S AND TEENAGE FASHIONS – April 24-27. At Piccadilly Hotel, W.1.
* Apply, Mr. H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 22-25. At Washington Hotel, W.1.
* Apply, Mr. R. G. Bowey, Hammer Marketing Services Ltd., 6 Pembroke House, Upperton Road, Eastbourne, Sussex.

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 19-21. At Hotel Metropole.
* Apply, Menswear Association of Britain Ltd., Marcol House, 293 Regent Street, London, W.I. (Tel. Langham 2918).

LONDON: 'SPRING SHOES' EXHIBITION – October 1-5. At Mount Royal Hotel, W.1.
* Apply, British Footwear Manufacturers Federation, Royalty House, 72 Dean Street, London, W.1. (Tel. Gerrard 5573/5).

LONDON AND PROVINCES: BRITISH FASHION WEEKS (LONDON PRESENTS) – October 9-November 30. LONDON FASHION WEEK – October 23-27.
* Apply, Mr. A. T. Elvy, Apparel & Fashion Industry's Association and British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 & Langham 3353).

LONDON: PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 23-26. At Seymour Hall, Seymour Place, W.1.
* Apply, Mr. H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

LONDON: JUNIOR FASHION FAIR – October 23-26. At RHS Old Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

Engineering, Radio and Electrical Goods

LONDON: LABEX INTERNATIONAL (LABORATORY APPARATUS AND MATERIALS EXHIBITION) – March 13-17. At Earls Court.
† Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: INTERNATIONAL AUDIO FESTIVAL AND FAIR – March 30-April 2. At Hotel Russell, W.1.
* Apply, C. Rex-Hassan & Associates, 6 Manchester Street, London, W.1. (Tel. Hunter 2080).

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 25-May 4. At Earls Court and Olympia.
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: LIGHTING EXHIBITION – April 25-May 4. At Earls Court.
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: RADIO AND ELECTRONIC COMPONENTS EXHIBITION – May 23-26. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel Gerrard 1622).

LONDON: ENGINEERING MATERIALS AND DESIGN EXHIBITION AND CONFERENCE – September 11-15. At Olympia.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: 20TH ENGINEERING EXHIBITION – October 17-19. At Royal Horticultural Society's New Hall, S.W.1.
* Apply, Engineering Industries Association, 9 Seymour Street, Portland Square, London, W.1. (Tel. Welbeck 2241).

Foodstuffs, Food Machinery, Hotel, Catering

LONDON: THE FOOD MACHINERY EXHIBITION – April 3-7. At Earls Court.
Apply, The Trades Markets & Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: INTERNATIONAL REFRIGERATION FAIR – April 3-7. At Earls Court.
Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: LICENSED VICTUALLERS FAIR – April 3-7. At Earls Court.
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: DELICATESSEN INTERNATIONAL – April 10-14. At RHS New Hall, S.W.1.
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

DUNDEE: SCOTLAND'S FOOD EXHIBITION – April 11-22. At Cairb and Marroyat Hall.
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 12-23. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

BLACKPOOL: CLUB TRADE FAIR – October 31-November 4.
Apply, U.T.P. Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Furniture, Furnishings, Household Equipment and Hardware

MANCHESTER: EVENING NEWS AND CHRONICLE BRIGHTER HOMES EXHIBITION – February 28-March 18. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 7-April 1. At Olympia.
* Apply, Mr. K. Corney, Associated Newspapers Ltd., Carmelite House, London, E.C.4. (Tel. Fleet Street 6000).

LONDON: THE ANTIQUE DEALERS FAIR AND EXHIBITION – June 14-29. At Grosvenor House, W.1.
* Apply, Captain C. S. Platts, ACIS, Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

MANCHESTER: BRITISH FURNITURE MANUFACTURERS TRADE EXHIBITION – August 14-17. At Belle Vue and City Hall.
* Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

HARROGATE: NORTHERN ANTIQUE DEALERS FAIR – September 7-14. At Royal Hall.
* Apply, The Secretary, Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford 3. (Tel Bradford 23223).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 5-8.
† Apply Industrial and Trade Fairs Ltd., Commonwealth House 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Handicrafts, Fancy Goods, etc.

LONDON: 'GIFTEX '67' – LONDON'S INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION – August 7-11. At Earls Court.
* Apply, Exhibitions (London) Ltd., 169 Kensington High Street, London, W.8. (Tel. Western 8224/7).

LONDON: 15TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 1-16. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DO-IT-YOURSELF TRADES EXHIBITION – TRADEX – Open six days, Tuesdays, Wednesdays and Thursdays, September 5, 6, 7 and 12, 13, 14.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

MANCHESTER: DO-IT-YOURSELF AND GARDENING EXHIBITION – November 7-18. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: WHOLESALE BUYERS' GIFT FAIR – December 10-14. At Mount Royal Hotel, W.1.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Essex. (Tel Goodmayes 0175/8).

Hospital and Medical Equipment

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 5-9. At Olympia.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

LONDON: THE MEDICAL EXHIBITION – June 5-9. At Olympia.
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

Leather, Leather Goods and Fur

LONDON: INTERNATIONAL LEATHER AND COMPONENTS FAIR – May 22-25. At Alexandra Palace, N.22.
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

Motor Vehicles, Motor Cycles and Bicycles

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – September 16-23. At Earls Court.
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry. (Tel. Coventry 27427).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 18-28. At Earls Court.
* Apply, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

GLASGOW: SCOTTISH MOTOR SHOW – November 10-18. At Kelvin Hall.
† Apply, The Secretary, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12.

Office Machinery and Equipment

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – April 17-21. At City Hall.
* Apply, Business Equipment Trades Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 3-11. At Olympia.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

Packaging Machinery and Materials

LONDON: INTERNATIONAL PACKAGING EXHIBITION (PAKEX '67) – May 22-26. At Earls Court.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Scientific, Surgical, Photographic Instruments, etc.

LONDON: INTERNATIONAL REPROGRAPHIC EXHIBITION (REPRO '67) – March 13-17. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: PHYSICS EXHIBITION – April 17-20. At Alexandra Palace, N.22.
* Apply, Institute of Physics & Physical Society, 47 Belgrave Square, London, S.W.1. (Tel. Belgravia 6111).

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 15-20. At Olympia.
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: INDUSTRIAL PHOTOGRAPHIC AND TELEVISION EXHIBITION – September 11-15. At Olympia.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Toys, Games and Sports Equipment

LONDON: 24TH ANNUAL AMUSEMENT TRADES EXHIBITION – November 28-30. At Alexandra Palace, N.22.
* Apply, Mr. J. Singleton, Amusement Trades Exhibition, 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524).

Watches and Clocks

LONDON: INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 18-22. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Miscellaneous

LONDON: STAMPEX – BRITAIN'S NATIONAL STAMP EXHIBITION – April 7-15. At Central Hall.
* Apply, The Philatelic Traders' Society Limited, 27 John Adam Street, London, W.C.2. (Tel. Whitehall 6465/6).

HARROGATE: BRITISH PET TRADE FAIR – April 16-18. At Exhibition Centre.
* Apply, John Yates Publications, 53 Spring Gardens, Manchester, 2. (Tel. Central 3725).

Trade Fairs in the UK, *continued*

LONDON: SCRAP AND WASTE EXHIBITION – July 17-22. At Olympia.
Apply, Industrial Presentation Ltd., 64 Pembroke Road, London, W.8. (Tel. Empress 0933).

LONDON: EXPORT SERVICES EXHIBITION – September 11-15. At Olympia.
* Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1. (Tel. Holborn 5171).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 7-9. At Olympia.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

1968—Specialized

Building and Public Works

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 11-16. At Olympia.
† Apply, Municipal Agency Ltd., 3/4 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

Clothing and Footwear

BLACKPOOL: SLIPPER FAIR – January 22-24. At Imperial Hotel.
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – April 23-27.
* Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Display and Shop Equipment

LONDON: SHOPSHOW INTERNATIONAL – April 22-25. At Earls Court.
* Apply, Trade & Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel Fleet Street 1555).

Engineering, Radio and Electrical Goods

LONDON: INTERNATIONAL ELECTRICAL ENGINEERS (ASEE) EXHIBITION – March 27-April 3. At Earls Court.
* Apply, Electrical Engineers (ASEE) Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel. Museum 3450).

LONDON: INTERNATIONAL INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 13-18.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: MECHANICAL HANDLING EXHIBITION – May 14-24. At Earls Court.
* Apply, Iliffe Exhibitions Ltd., Dorset House. Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: INTERNATIONAL PIPES, PIPELINES AND PUMPS EXHIBITION AND CONVENTION – June 10-14. At Earls Court.
† Apply, Technical Exhibitions Ltd., 3/4 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 27-July 11. At Olympia.
Apply, The Secretary, Machine Tool Trades Association, 25/28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 9-13. At Olympia.
† Apply, Commercial Exhibitions Ltd., The Tower, 229/243 Shepherds Bush Road, Hammersmith, London, W.6. (Tel. Riverside 3071).

Foodstuffs, Food Machinery, Hotel, Catering

LONDON: INTERNATIONAL HOTEL AND CATERING EXHIBITION – January 9-18. At Olympia.
† Apply, Hotel & Catering Exhibition (London) Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 16-27. At Kelvin Hall.
Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: MEAT INDUSTRY EXHIBITION – April 22-25. At Earls Court.
* Apply, Trade & Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 29-February 2. At Olympia.
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

Heating and Ventilating

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 22-27. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Hospital and Medical Equipment

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION AND SYMPOSIUM – July 1-4. At RHS New Hall, S.W.1.
† Apply UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: FOURTH WORLD CONGRESS OF ANAESTHESIOLOGISTS AND TECHNICAL EXHIBITION – September 9-13.
Apply, Doctor Enderby, The London Clinic, 20 Devonshire Place, London, W.1. (Tel. Welbeck 4444).

Motor Vehicles, Motor Cycles and Bicycles

MANCHESTER: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 3-7. At Belle Vue.
Apply, British Cycle & Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry. (Tel. Coventry 27427).

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 20-28. At Earls Court.
† Apply, A. A. Goode Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 30-October 9. At Olympia.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

Packaging Machinery and Materials

LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – April 22-26. At Earls Court.
* Apply, Trades Markets & Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.2. (Tel. Chancery 9011).

LONDON: FOODPAK '68 INTERNATIONAL – October 15-18. At Alexandra Palace.
† Apply, BPS Exhibitions Ltd., 6 London Street, Paddington, London, W.2. (Tel. Paddington 6672).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 3-13. At Earls Court.
* National Boat Shows Ltd., 31 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

LONDON: SHIP'S GEAR INTERNATIONAL – July 29-August 2. At Olympia.
† Apply, Municipal & Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

Toys, Games and Sports Equipment

HARROGATE: INTERNATIONAL TOY FAIR – January 6-11.
* Apply, The Secretary, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

1969—Specialized

Foodstuffs, Food Machinery, Hotel and Catering

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 8-12. At Olympia.
Apply, The Trades' Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

THE newly-created (from April 1, 1967) County Borough of HARTLEPOOL, embracing the (former) Borough of HARTLEPOOL and the neighbouring County Borough of WEST HARTLEPOOL, will present an industrial exhibition in the town centre from July 18 to 22, inclusive.

This exhibition, strongly supported by some of the North-east Region's internationally known companies, will be a sequel to the Hartlepools Industrial Exhibition of 1965, which was officially opened by the President of the Board of Trade, Mr. Douglas Jay.

In addition to its prime commercial objectives the 1967 exhibition will form part of a civic programme commemorating the birth of the new HARTLEPOOL, with a population of 100,000 and a growing wealth of new and established industry.

An exhibition cinema offering a continuous performance of industrial and general interest films will be among special facilities.

Exhibition publicity is planned on a national scale.

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THE 40 PRIMAR

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Providence
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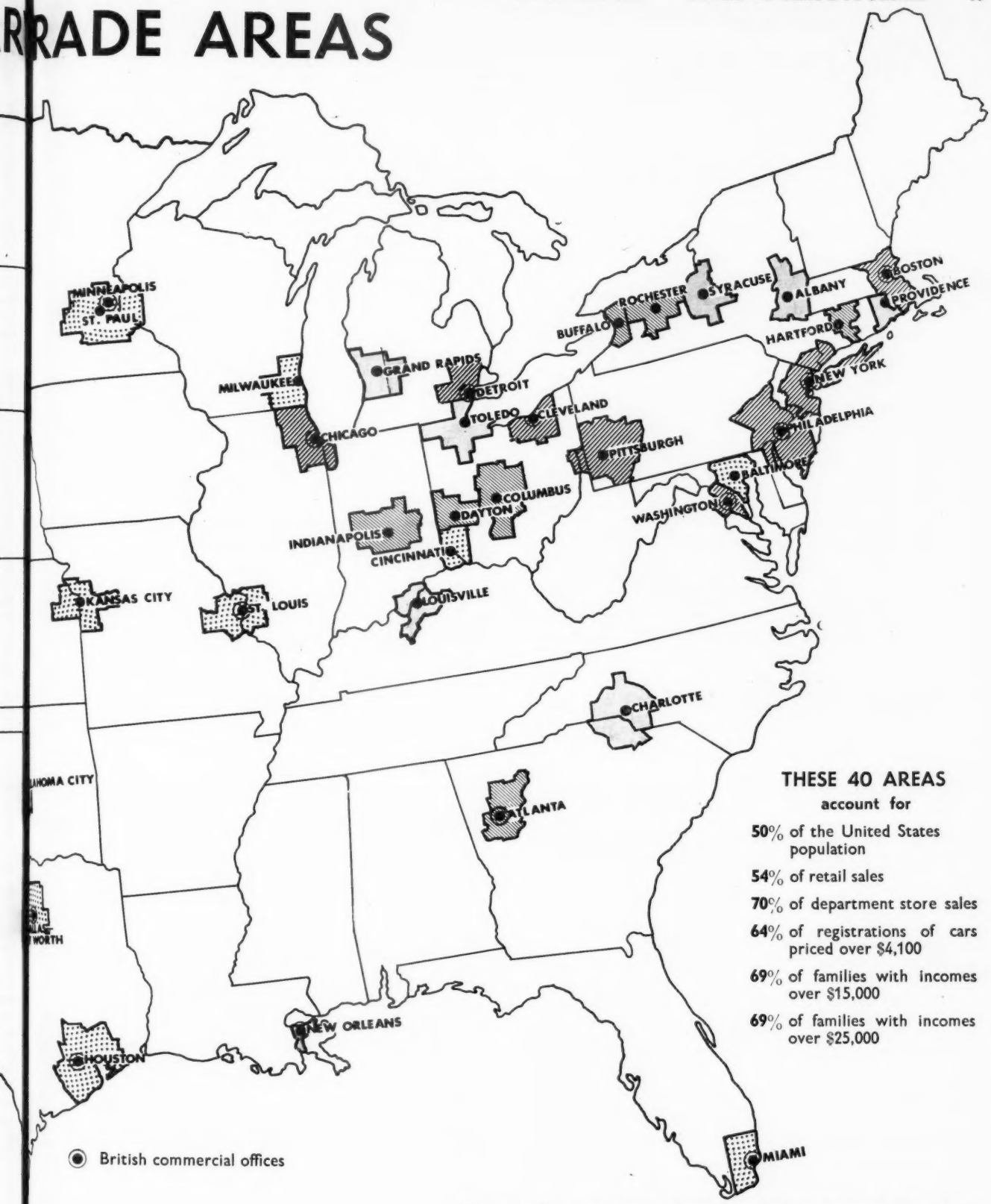
Grand Rapids

RADE AREAS



THESE 40 AREAS
account for

- **50**% of the United States population
- **54**% of retail sales
- **70**% of department store sales
- **64**% of registrations of cars priced over $4,100
- **69**% of families with incomes over $15,000
- **69**% of families with incomes over $25,000

This map and the accompanying information are based on the report, 'The Primary Markets for Quality Merchandise,' and are reproduced by courtesy of the publishers, the Sales Development Department of the New Yorker Magazine, Inc., who also prepared the report.

The best way to these EXPORT MARKETS

is through THE CHARTERED BANK

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The Bank, its subsidiaries and associates are the largest British banking group in the East, having 250 offices in the territories, shown above.

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THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

The Chartered Bank has two offices in New York. The Chartered Bank of London, an associate in California, has a main office in San Francisco and branches.

the wide range of imported goods. It is here that there are great opportunities for follow-up selling by British manufacturers. During the months before the promotion buyers will take the initiative in seeking out British goods to ensure that their store stocks a range of merchandise sufficiently large and varied to live up to the publicity which is generated for the event. In succeeding years, however, the accent must be on *selling* to them.

The promotions themselves also offer an excellent way of carrying out direct market research. A manufacturer who turns up to see the store selling his goods can learn a lot. Firms' representatives, especially if they are able to help generate publicity, are welcomed by stores; they also value special displays to highlight the goods on sale.

Current demand

The success of the 'London Look' means that British ready-to-wear lines will be looked at with interest if they are different, fashionable and can be produced in American sizes and colours, and above all be *delivered on time*. There is also a demand for smart young men's clothing, though the demand for out-and-out Carnaby Street lines may have passed its peak and the domestic manufacturers have been quick to initiate it. The demand for traditional good quality clothing including children's wear, continues strong, provided British firms are ready to move with the times and provide variety and change as well as good taste and reliability. There is probably room for more lines of moderate-priced men's shoes, and so far only a few women's shoes have been brought from Britain – the Italians have dominated that area.

SOME BRITISH CONSUMER GOODS WHICH SELL IN THE UNITED STATES

Books
Cars
Cycles and motor cycles
Clothing *including women's fashion wear, knitwear, men's suits from Savile Row to Carnaby Street styles, footwear.*
Furniture, reproduction and modern
Jewellery and gift ware
Musical instruments, gramophones and gramophone records
Pottery
Quality and worsted woollen fabrics
Sugar and chocolate confectionery
Table and bed linen
Tableware
Toys and sports equipment
Whisky

There is a new 'English Look' in home furnishing styles (mainly in the Eastern United States) which provides opportunities for British manufacturers of reproduction occasional furniture and furnishings to go with it. There is some interest in 'contemporary' British furniture, if it is not too much like Scandinavian furniture, but price is apt to be an obstacle. Modern British designers in other fields such as jewellery and silverware are just beginning to be known in the United States. The demand for fine china and pottery has exceeded the supply for several years past, but more suitable giftware could be sold. More good items are always welcome. There is considerable interest in the lesser-known markets of Scotland, Northern Ireland and Wales for goods with regional character.

Scratching the surface

This is really all that British exports of consumer goods to the United States have achieved so far. They are mainly sold through a few dozen major stores, though cloth is sold mainly to manufacturers, soft drinks and hard liquors have special outlets and a handful of items are sold to large chains or supermarkets. A few very big British firms are now trading on this market on a growing scale. But, in many department stores below the top level, and in many good speciality stores and chains, there is plenty of scope

for new British lines, though price and delivery and quantity, assume greater importance at this level.

The giants

As well as the major department stores there are the principal mail-order cum chain-store giants. Four of these have their head offices in Chicago – Sears Roebuck, Montgomery Ward, Spiegel and Aldens. Together these four have annual sales of nearly £3,000 million – six times the total of British exports to the United States. All are interested in increasing their range of foreign goods and in receiving offers from overseas suppliers. However, while the 'Big Four' offer enormous sales opportunities, their standards are extremely exacting in quality, specifications and deliveries, and the quantities involved may be very large by British standards. Only large suppliers are likely to be able to cope satisfactorily. (Further information on how to do business with these four houses, is available from Export Services Branch of the Board of Trade.) The J. C. Penney Company headquarters in New York, is another multiple store of huge size, with a monumental catalogue, and at present not many British lines.

London buying houses

Buying for both the big chain stores and American department stores is centralized to some extent. Amalgamations and expansions have assembled many department stores into large groups, each with large central staffs constantly seeking sources of supply of new products of all kinds. To most of them imports are the jam which tops the every day fare of bread and butter American merchandise. For many medium or small sized British exporters of manufactured consumer goods, however, a thorough knowledge of the United States market is difficult to acquire and thus many will have only a sketchy knowledge of the requirements of American stores. Furthermore, many small firms find it uneconomical to have their own export departments. Fortunately, all the big department store chains and many department stores or groups maintain or employ buying houses in London (as well as other foreign capitals), which keep in touch with the British Market on their behalf, guide the stores' buyers when they visit London, and handle the shipping of the goods they buy. These buying houses offer to the small or medium sized British manufacturers a unique opportunity not only for easy export, but also for obtaining market information. They can offer a real service to the British consumer goods industry. They can advise on colour, style, size, price, packaging, seasons and potential

(*Continued on next page*)

A mock-up of an Elizabethan village on the roof of Rich's in Atlanta during their 'Hail Britannia' period, October 10-29, 1966. *Such innovations go a long way towards stimulating interest in Britain and furthering the enormous sales opportunities of the big stores.*

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UNITED STATES, *continued*

outlets in virtually every kind of consumer goods. Since they represent stores from all parts of the United States, they can not only give general advice on American trends, but can also assist the manufacturer in exploring regional opportunities where the potential sales may be greater. Manufacturers must bear in mind that for the first six months of the year buying houses are busily engaged with handling American buyers. It is in the late autumn and winter that they can most easily receive manufacturers. Conversely buyers will not be available at their stores in America during the season for foreign buying trips. (Lists of London buying houses are published periodically in the *Board of Trade Journal*, or may be obtained from Export Services Branch of the Board of Trade. Lists of visiting buyers are published weekly in *Overseas Trade News*, 30 Fleet Street, London, E.C.4., annual subscription six guineas).

American buying habits

Most British goods are bought to sell in the second half of the year. Buyers will visit London at regular times of the year. They will also be in New York regularly at certain market 'weeks' for different goods. There will also be definite market 'weeks' or periods at the other principal consumer marts (Chicago, Dallas, Los Angeles, Atlanta).

Secondly, buyers are much more specialized and subdivided than in Britain. In clothing, for example, there are three main groups of buyers, each group being subdivided into four categories with one buyer responsible for each sub-division. A clothing exporter, therefore, who is contemplating a sales visit to the United States should classify his merchandise in American terms, both so that he will know which buyers to contact and the store will know which buyers will be interested in his goods. American store directories such as Phelan's and Sheldon's will show all the buyers and their coverage. Further guidance may be obtained from the London buying houses, or the Board of Trade. Other essential points are current sizing to American standards, delivery on time (this is vital in an industry so closely tied to seasonal selling) and prompt execution of re-orders. Estimated dollar landed prices should be quoted as well as f.o.b. prices so that the buyer will know immediately in which selling category the merchandise belongs.

Food products on display during 'British Fortnight' held at Carson, Pirie, Scott and Company's store at Chicago. Among outlets for British foodstuffs, department stores play a prominent part along with supermarkets.

The principal British exports in the consumer goods field which do not depend on department stores as their main outlet are beverages and food. Scotch whiskies are the main item but the costs of launching a new brand on a market already over-stocked with labels are high. Gin continues to do well. But other drinks such as vodka, rum and aperitifs have been making headway – one must keep up with the market. Soft drinks need a different approach. There are Federal and State regulations to be considered for beverages and foodstuffs. Advertising is a major factor.

There are three outlets for British foodstuffs: so-called speciality stores, or chains, or food sections of department stores; the 'gourmet' counter in supermarkets; and the general shelves of supermarkets. The first is the traditional outlet for British products, and for the present is still the mainstay of our sales. Importers, mainly in New York, but some in Chicago and Los Angeles, handle the bulk of this trade.

The interest in imported luxuries in recent years has caused many supermarkets to set aside a 'gourmet section' within the store almost exclusively for imported foods. This may range from a mere two or three shelves to a full-sized section of the supermarket, depending largely on the clientele and the outlook of the management. With his product on sale here, the exporter enjoys three main advantages; his goods will probably be priced slightly lower than in a speciality food store (because supermarkets rely more on turnover than on mark-up), they will be in the same store as that used by the housewife for her ordinary weekly shopping, and if accepted by and proved successful to the store manager, are closer to acceptance as a staple item in the supermarket. Against this, he will find entry more difficult than into a speciality store, particularly if his competitors with a similar product are already installed.

In neither of these two outlets will the product reach the mass market, and the general shelves of the supermarkets represent the toughest nut to crack. Here imported items must compete alongside domestic ones. To stay on the shelves an item must sell at a predetermined rate. If it drops below this, it is out. Many domestic lines fail to make the grade. But more big British firms are trying to get into the supermarkets and, as other European lines have succeeded, some successes can be hoped for.

The majority of British food in the United States is distributed through the specialist importers in New York, though an increasing proportion is marketed by manufacturing subsidiaries in Canada. An attractive alternative to the traditional approach is selling to an American firm for marketing under its own brand name. The exporter has to accept the loss of his own label and image, but is spared the vast promotional risks and expenses. Selling to supermarkets requires different machinery. How ever the manufacturer decides to approach the market, he will find it exacting but rewarding. Imported foods are definitely in the United States to stay.

Information about the market

In the past 18 months a number of groups of firms from Britain have visited the American market, either to seek market information, take part in a trade fair, or to set up in a hotel or elsewhere to sell their goods, or to appear in store promotions. These include parties organized by the British National Export Council for the Gifts Industry; the British Leather Fashionwear Export Group; the Carpet Manufacturers' Federation; the National Children's Wear Association; the Irish Linen Merchants' Association; the British Footwear Manufacturers' Federation; the British Menswear Guild; the Associated Fashion Designers Group; and numerous fashion houses in various groupings. In addition there was a joint venture stand at the National Fancy Food and Confectionery Show in New York this year. There thus exists in Britain much

(*Continued on page* 58)

BRITISH TRADE CENTRE New York

The British Trade Centre in New York, now under Board of Trade management offers unrivalled display and promotional facilities for British exporters tackling the largest and most prosperous market in the world.

● **Superb Situation**

8,000 square feet of exhibition space on the ground and mezzanine floors of the Rockefeller Center, a recognized show place in the heart of Manhattan.

● **Display Facilities**

145 stands and wall cases available at attractive prices for the display of both consumer goods and industrial equipment. Display facilities are normally let for three-month periods: some are still available for the early months of 1967.

● **Special Promotions**

"Vertical" trade shows featuring a specific industry or trade group will become an increasingly prominent part of the Centre's activities. For maximum impact shows will be carefully times to coincide with American buying seasons, etc. Exhibition costs will be moderate; and group exhibits will qualify for Board of Trade financial assistance under the Joint Venture Scheme.

● **Comprehensive Service**

The British Trade Centre will be backed by, and integrated with, the full range of Government services for exporters offered at no charge by the Board of Trade and British Government Offices in the United States working in conjunction with the British American Chambers of Commerce and the United States Committee of the British National Export Council.

A formula for SUCCESSFUL EXPORTING

The British Trade Centre in New York offers the British exporter for the first time a new facility for tackling the United States market. Whether your product is on display in its own showcase for three months or more or is part of a shorter trade show, the Centre provides a springboard to launch it into a market offering the greatest concentration of buying power in the world. The Centre serves equally to help those already exporting to Britain's most valuable market to consolidate and improve their success. **If you have plans for starting or increasing business with the United States, the Trade Centre should figure in them.**

For further information call Overseas Trade Fairs Directorate at the Board of Trade (Abbey 7877, Ext. 2018) or get in touch with the Director, The British Trade Centre, 10 West 49th Street, New York 10020. Telephone 582-7320.

UNITED STATES, *continued*

information about the American market. In addition to those above, the new Clothing Export Council is a source of information. There are many others, apart from the London Buying Houses mentioned above. American catalogues are a mine of information, and also special supplements from e.g. the *New York Times* – available from the Board of Trade Library, which also has the relevant trade directories. American fashion and home journals also show the latest trends – try the library of the United States Information Agency in London.

Last word

There is plenty of room for more British consumer goods on the American market. It is important to consider whether they are to be sold on merit of design, quality, price, or a combination of these; and what is the best outlet. The manufacturer must consider what quantities he can deliver and what he can do to back up sales with advertising and promotional support. If his product seems acceptable he should consider whether market research is needed in order to launch it from a firm base, on a sound marketing plan. If he succeeds, he will owe something to the high degree of acceptability which British goods have won in the United States market. Newcomers will therefore be especially welcome if they can enhance this reputation. But it can easily be tarnished by poor deliveries, quality control, packing, sizing, etc.

For more information, Call Export Intelligence.

STORE PROMOTIONS
In the United States in 1967

THE BOARD OF TRADE is giving official support to special promotions of British goods at the following stores during 1967. These are promotions agreed to date: additions to the programme are announced from time to time in the *Board of Trade Journal*. Further information can be obtained from the British Weeks and Store Promotions Directorate of the Board of Trade (Tel. Abbey 7877, Ext. 2761).

***JORDAN MARSH, Miami**
February 20-March 4

†FAMOUS BARR, St. Louis
Autumn

***DAYTON'S, Minneapolis**
September 21-October 7

***NEIMAN MARCUS, Dallas**
October 7-21

***GIMBELS, Pittsburgh**
Autumn

IVEY'S, Daytona Beach
July 10-August 7

LIT BROS., Philadelphia
September 6-16

RICHARDS, Miami
September 6-16

MAISON BLANCHE, New Orleans
September 9-30

LOWENSTEIN'S, Memphis
October 2-9

LOVEMAN'S, Birmingham
October 9-14

LANSBURGH'S, Washington
October 14-23

KAUFMAN'S, Louisville
October 23-November 4

**All-British promotions*

†Commonwealth promotion

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Worldwide depend on TWA AIR CARGO

*StarStream CargoJet is a service mark owned exclusively by TWA

How to map an effective sales campaign in the U.S.A.

As the only truly national newspaper and foremost business daily in the U.S., The Wall Street Journal has a news mission and a penetrative sales influence unduplicated by any other magazine or newspaper.

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Whatever your sales objectives in the United States market for business and industrial goods and services, or quality consumer products The Wall Street Journal affords you direct entry to your best customers and prospective customers. It is the one publication expressly geared for their daily business information needs.

Detailed data regarding market composition, geographical dispersion, buying habits, areas of responsibility, and advertising costs are available without obligation on your part.

If you are seeking product distributors, dealers, licensing agreements or offering excess manufacturing capacity, use the **INTERNATIONAL MARKET PLACE**, a special Wall Street Journal classified feature.

Call or write:– **Victor G. Webb**

THE WALL STREET JOURNAL

162 QUEEN VICTORIA STREET, LONDON, E.C.4.

CITy 0571

Two new Ministers at Board of Trade

Two new Ministers at the Board of Trade were among the Ministerial changes announced from 10 Downing Street, on January 6.

Mr. J. P. W. Mallalieu, formerly Minister of Defence for the Royal Navy, becomes Minister of State in succession to Mr. Roy Mason who has been appointed Minister of Defence (Equipment).

Lord Walston, formerly Parliamentary Under-Secretary of State Foreign Affairs, becomes Parliamentary Secretary in succession to Lord Rhodes.

Mr. Mallalieu

Mr. Mallalieu was born in 1908 and was educated at the Dragon School, Oxford, and at Cheltenham College, Trinity College, Oxford, and the University of Chicago. He has had many years experience as a journalist, which included writing for the *Daily Express* and the *New Statesman*. He has also appeared regularly on television. He was elected Labour MP for Huddersfield in 1945.

Lord Walston

Lord Walston was born in 1912 and was educated at Eton and King's College, Cambridge, and at Harvard. He is the author of a number of publications on agriculture and food production and was created a Life Peer in 1961. Lord Walston has farming interests in Cambridge and St. Lucia, West Indies. He will return to this country at the end of the month following a three weeks' good-will tour of South American countries.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of Telequipment Limited by Tektronix International AG, to the Monopolies Commission under the provisions of that Act.

The Board of Trade announced early last year that they now proposed to publish their decisions in respect of mergers which they have considered under the Monopolies and Mergers Act, 1965. Previously the Board of Trade had publicized their decisions only in those cases where a merger had been referred to the Monopolies Commission. This announcement is the 13th under the revised procedure.

Proposed acquisition of Meredith & Drew

THE BOARD OF TRADE announce that on the information at present available to them the acquisition of Meredith & Drew Limited by United Biscuits Limited does not appear to be within the scope of the Monopolies and Mergers Act, 1965. Neither the monopoly nor the size-of-assets test of the Act seems to be satisfied.

Notes:

A monopoly is within the scope of the Monopolies and Mergers Act, 1965, only if:

(a) It creates or intensifies a monopoly (for this purpose one-third of the market) in the supply of goods or services within the United Kingdom *or*

(b) The gross assets taken over exceed £5 million.

Figures of production of biscuits in the United Kingdom available to the Board of Trade indicate that the combined share of the business enjoyed by United Biscuits Limited and Meredith & Drew Limited does not exceed 33⅓ per cent; the gross assets of Meredith & Drew Limited do not exceed £5 million.

Second national conference on productivity

AT A press conference held by the National Economic Development Office on January 4 it was announced by Mr. Michael Stewart, First Secretary of State, that another productivity conference will be held in May, which will be presided over by the Prime Minister.

The National Economic Development Office is studying the many bodies in the field of productivity advisory services and has been in touch with nearly 800 organizations. A questionnaire has been circulated to them seeking information on the nature and extent of their interest in this field. The replies to the Office questionnaire are now being analysed and a report will be presented to the National Conference on Productivity working party next month.

The Office has held a series of meetings with a number of major organizations and professional organizations to discuss their plans. It believes that a really thorough review of this field would help to fill an important gap in industry's knowledge of existing sources of information and practical advice. It is hoped to present a report to the National Economic Development Council by the late spring.

The British Productivity Council will shortly be approaching a large number of medium-sized firms to bring to their notice the wide range of modern techniques available to assist management and to tell them of local sources of information and advice. The chairman of the NED Council plans to write to some 7,000 managing directors, and this will be followed by personal calls from the BPC's local productivity associations.

Since the conference last September the Government have announced their decision to increase investment grants. The Council has unanimously welcomed this important decision.

Investment

The conference asked for guidance on investment techniques and the Council has now approved, subject to some amendments, a new booklet by the Office on 'Investment Appraisal'. It is hoped it will be published in late February.

Disclosure of company information

The conference emphasized the importance of the disclosure by companies of more information relating to productivity. The Office is in touch with interested bodies concerning the preparation of guidelines for voluntary disclosure of such information by public companies. A paper will be presented to the Council for subsequent publication.

Interfirm and international comparisons

The conference stressed the need to develop comparisons. The EDCs are now examining their sectors in detail and identifying gaps. The Office will also be having talks with the CBI, CIFC, government departments and others about ways of increasing the use of interfirm comparisons.

A working party of the Chemical EDC is now preparing its report on United States/United Kingdom manning comparisons, and it is intended to publish this as soon as possible.

Labour utilization

The NEDC labour utilization committee has been set up and details have been circulated to the press. The first meeting was on January 11, 1967.

Management organizations form council

LEADING professional management organizations in Britain have recently found it desirable to come together to form a Consultative Council. This body, named the Consultative Council of Professional Management Organizations, will, it is hoped, ease two-way communication between management organizations and the Government, Central Training Council, Industrial Training Boards, and educational authorities. Sir Norman Kipping has accepted the invitation to become the first president of Council of the new organization.

Founder members of CCPMO are: British Institute of Management; Chartered Institute of Secretaries; Institute of Marketing; Institute of Office Management; Institute of Personnel Management; Institution of Production Engineers; Institution of Works Managers; and the Purchasing Officers' Association.

Employment on BOT industrial estates in England

AT A press conference held at Team Valley Estate on January 4, it was stated that employment on the estates and sites administered by the English Industrial Estates Corporation rose from 105,677 to 108,743 during 1966.

The North East

On the trading estates and sites in the North East the 12 months under review commenced with a total of 81,708 (November, 1965) people working: at the end of November, 1966 the number employed was 85,090 – an increase of over 4 per cent.

The increase is lower than that achieved in the two preceding years, but the reduction appears largely due to the present economic situation, the rate of growth up to September being comparable with previous years. And it should be stressed that the squeeze decreases are attributable to a limited number of firms; most industries on the trading estates are still busy.

Up to now there has been very little fall-off in the rate of inquiries for factory space. The present building programme expenditure in the North East is considerably higher than that of a year ago: £13½ million is being spent on 108 projects expected to yield 13,700 jobs (10,000 for men and 3,700 for women).

During the year under review 58 projects costing £4 million were completed in the North East and are expected to produce a total of 7,200 jobs. The total includes 37 Board of Trade financed projects at a cost of £2¾ million estimated to provide 4,600 jobs (equally divided between men and women). The balance was privately financed.

West Cumberland

Employment on estates and sites rose from 6,867 in November, 1965 to 7,194 in November, 1966 – an increase of almost 5 per cent. One new advance factory and four extensions were completed to provide jobs for 370 people (150 men and 220 women): two new advance factories and three extensions are under construction and should produce jobs for 220 men and 120 women; and one new advance factory and two extensions in planning will add another 160 jobs.

Lancashire and Merseyside

During the year there was a decrease in employment of 640 (from 15,453 in November, 1965 to 14,813 in November, 1966). This was largely attributable to reduced activity in the motor car industry and the closure of one factory. Two new factories and two extensions costing a total of £220,000 were completed to give an additional 450 jobs. One new advance factory and three privately financed projects are under construction and, it is anticipated, will provide jobs for 430 people. In addition, four advance factories and three other projects, in various stages of planning and estimated to cost over £1½ million, should yield 3,000 new jobs.

Devon and Cornwall

During the year employment remained static at 1,650, but three new factories have been constructed and, when fully manned, are expected to provide 160 jobs, the majority for men. Three projects are under construction or in planning from which a further 150 jobs, for men, should be forthcoming.

General

The national importance of increasing exports is well understood, the firms on trading estates are playing their part and many manufacturers have reported that exports were up by 20 to 30 per cent during 1966.

The current activity on the estates shows very clearly what is owed to the well-established firms and over 60 per cent of the building work is on extensions for these firms. This, and the large number of advance factories approved by the Government, is encouraging and, while it is difficult to give a reliable forecast of what the employment will be in a year's time, the present signs suggest that 1967 may be better than appeared possible three months ago.

Ex-miners wanted for vehicle factory at Carluke

AN ENGLISH ENGINEERING COMPANY with a preference for re-training ex-miners to man their plants has gone into production this week at the Board of Trade advance factory at Carluke. The company is Steel Barrel Scammells & Associated Engineers Limited of Middlesex who produce specialized trailers, semi-trailers, tipping vehicles and associated hydraulic gears, car transporters, road tankers, sky loaders, etc., and who are seeking a number of redundant ex-miners to retrain in Carluke.

As part of a group re-organization the company recently took over a 25,000 sq. ft. Board of Trade advance factory (since extended to 160,000 sq. ft.) at Stanley in Co. Durham. Their experience there has proved that the miner is adaptable, industrious and willing to seize opportunities to make new careers. So far over 200 redundant miners have been retrained in the north-east of England and Steel Barrel are more than satisfied with the results. The company says these results have convinced them that planned retraining and re-education of the miner – already a skilled man in his own right – produces a high calibre of worker for engineering.

Initially the Carluke factory will employ only 20/30 men. The labour force may build up to about 40 in the second year, and could eventually reach 130.

The Board of Trade factory will be the centre of operations in Scotland while a new custom-built factory (15,000 sq. ft. in the first instance) is being constructed on a neighbouring site of 4¼ acres by the Scottish Industrial Estates Corporation.

Expansion by Stirling company

THE Board of Trade has issued an Industrial Development Certificate for expansions totalling 58,500 sq. ft. by the Cape Insulation Limited, Stirling. The extensions will provide 28,000 sq. ft. of new manufacturing space, 20,200 sq. ft. for use as a research and development laboratory and 10,300 sq. ft. for use as an engineering workshop. The company currently employs about 450 people – predominantly men – and the new developments are expected to increase this to approximately 600.

'International Tourist Year', 1967

IMPROVED TRAINING facilities for young travel executives and greater development of youth travel in Britain are two of the subjects being given priority by the British Travel Association as its contribution to 'International Tourist Year', 1967. The Association anticipated the resolution adopted by the General Assembly of the United Nations in New York on November 4, which called on member states 'to exert all possible efforts for the success of the "International Tourist Year" with special emphasis on promoting tourism to developing countries' and has taken action to ensure effective and valuable British participation in 'International Tourist Year'.

In co-operation with the University of Surrey's Department of Hotel and Catering Management, the Association has already organized a five-day residential course on 'Tourism in Britain'. A similar course will be held in January, 1968, for which two places will be awarded to candidates from developing countries. These will be selected by the International Union of Official Travel Organizations. In addition, two places on the Institute of Travel Agents' training courses at Oxford in 1967 will be awarded by the Association of British Travel Agents.

To meet the increasing world-wide interest in youth travel, the Association, in co-operation with official and voluntary bodies, is encouraging further development of educational and recreational facilities.

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If it's Roller Processing – Consult Longs

A road freight service linking Britain with Iran was inaugurated recently. The service, which involved a 14-day journey, will be maintained by Conemar Ltd. in association with Asian Transport Ltd. and the Transport Ferry Service. It will be run initially at six-weekly intervals, increasing to fortnightly by next spring. The picture shows an AEC Mammoth Major with Crane Fruehauf container and trailer leaving the Transport Ferry Service's roll-on/roll-off Tilbury terminal.

Mission for Kenya and Uganda

THE AGRICULTURAL Engineers' Association, with the support of BNEC Africa, are organizing a sales mission to Kenya and Uganda in April, 1967. The report of the BNEC Africa agricultural fact-finding tour of Kenya (published November 1966) outlines many of the opportunities in this field available to British exporters.

Firms interested in joining the projected Agricultural Engineers' Association sales mission (including non-members of the AEA) are invited to attend a meeting in London on the morning of January 17 at the AEA offices, Buckingham Gate, S.W.1. Further information can be obtained from the Agricultural Engineers' Association, (Tel. Tate 7973, or BNEC Africa, Tel. (01) 930-3121).

Success of hosiery and knitwear mission

ORDERS worth more than £50,000 have already been placed with British hosiery and knitwear firms as a result of a trade mission to Poland and Czechoslovakia, sponsored by the Hosiery and Knitwear Export Group and the British National Export Council in October 1966. The £50,000 orders come from Czechoslovakia; negotiations are still under way with the Polish buying organization, and substantial orders are expected as a result.

A report on the mission comments that in both Poland and Czechoslovakia women are asking for Shetland sweaters, fancy textured stockings, and sportswear such as nylon sun-tops. The men eagerly buy hand-made mohair scarves, short fancy socks, sports shirts in various synthetic fibres.

In 1965 hosiery and knitwear exports amounted to £28 million, and Britain could expand her clothing export trade still further, the report finds. Copies can be obtained on application to the Secretary, The British Hosiery and Knitwear Export Group, 32 Savile Row, London, W.1 (price 5s., post free).

Nine missions planned for Europe

A SERIES OF market-reconnaissance missions to nine EEC and EFTA countries during 1967 is being sponsored by the Federal Trust and will be organized by Independent Trade Missions.

Each mission will be limited to about 30 members and will last from three to four days. The first will visit Düsseldorf at the end of February and the other cities to be visited are: Helsinki (March), Brussels (April), Turin (May), Berlin (June), Stockholm (July), Vienna (October), Barcelona (November) and Amsterdam (December).

In each of the cities the delegates from Britain will be briefed by leaders of industry, bankers, and economists, and the briefing sessions will be followed by open discussion.

Invitations have gone out to more than 1,500 senior members of industrial, commercial and financial concerns in Britain to take part in the missions. Details and application forms can be obtained from Independent Trade Missions Ltd., 25 Queen Anne's Gate, London, S.W.1. (Tel. (01) 930 9267/9).

'Export Service Bulletin' supplement on Hong Kong market

A SUPPLEMENT to the Board of Trade *Export Service Bulletin*, 'Exporting to Hong Kong', published on Tuesday, January 10, marks the launching of a special export targeting exercise covering a selected group of products. The products chosen for this exercise are textiles – woollen, cotton and man-made; pharmaceuticals – proprietary medicines; cosmetics and toilet preparations; leather goods – ladies' handbags and travel goods; opticians' requirements; and toys.

The supplement contains detailed market reports on these products, which are considered as offering particularly favourable opportunities for the expansion of British exports to Hong Kong. Over the next few months special efforts will be made to bring these opportunities to the attention of British exporters, using both the resources of industry and Government services to aid exporters.

Light fittings mission from M. East

A MISSION sponsored by the Electric Light Fittings Association (ELFA) and the British National Export Council is visiting the United Kingdom at the time of the Lighting Exhibition from May 2-13. ELFA and BNEC are making a determined effort to increase the British share of Middle Eastern trade in electric light fittings in the domestic, commercial and public sectors in face of strong Continental competition, and high level representatives are being invited from Iran, Iraq, Jordan, Kuwait, Lebanon, Libya, and Saudi Arabia.

The companies to be visited in Britain are: Atlas Lighting Limited, AEI Lamp & Lighting Company, Benjamin Electric Limited, Merchant Adventures, Revo Lighting Limited, and Ekco-Ensign Electric Limited. The planning of the mission is well under way, but there is still time for other companies interested in developing their trade with the Middle East to approach the Electric Light Fitting Association, Leicester Street, Leicester Square, London, W.C.2, or the British National Export Council, 6-14 Dean Farrar Street, London, S.W.1.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during December in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Deletion

William Smith, 120 Nantwich Road, Crewe, Cheshire.

Addition

Wm. Smith & Co.

Mrs. G. M. Smith, 120 Nantwich Road, Crewe, Cheshire.

Exempted Dealers

Additions

The London Indemnity & General Insurance Co. Ltd., 6 Laurence Pountney Hill, London, E.C.4.

John Govett & Co. Ltd., Winchester House, 77 London Wall, London, E.C.2.

Changes of Address

Seton Trust Ltd., 59A London Wall, London, E.C.2.

County Bank Ltd., 35 King Street, Manchester 2.

County Bank (Nominees) Ltd., 17 Spring Gardens, Manchester 2.

The Royal Bank of Canada Trust Corporation Ltd., Brewer's Hall, 12 Aldermanbury Square, London, E.C.2.

The State Assurance Co. Ltd., Royal Exchange, London, E.C.3.

University Life Assurance Society, 4 Coleman Street, London, E.C.2.

Standard Bank of West Africa Ltd., 10 Clement's Lane, Lombard Street, London, E.C.2.

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GLASGOW	71 Buchanan Street, Glasgow C.1. City 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 73440
SHANNON	Shannon Airport, County Clare. Limerick 61640

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 27.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
12.01	Castor seed . . .	As in previous column .	July 6, 1967	6405
28.43	Sodium nitroprusside .	As in previous column .	December 31, 1967	6944
29.01	Tricyclo[5, 2, 1, 0, ², ⁶] decane.	Tetrahydrodicyclopentadiene.	December 31, 1967	6943
29.14	Allyl methacrylate . .	As in previous column .	December 31, 1967	6042
29.14	Chloroacetyl chloride .	As in previous column .	December 31, 1967	6944
39.03	Hydroxypropylcellulose .	As in previous column .	December 31, 1967	6663
74.05	Tape consisting of a layer of niobium alloy containing tin, laminated between two layers of copper foil, whether or not coated with tin, and being (a) not less than 0·25 inch nor more than 0·75 inch in width and (b) not more than 0·005 inch in thickness.	niobium-tin superconducting tape.	December 31, 1967	7867
85.23	Insulated tape incorporating a layer of niobium alloy containing tin, laminated between two layers of copper foil, whether or not coated with tin and being (a) not less than 0·25 inch nor more than 0·75 inch in width and (b) not more than 0·005 inch in thickness.	niobium-tin superconducting tape.	December 31, 1967	7867

Lower air fares

THE BOARD OF TRADE has approved certain new low transatlantic air fares, recently agreed between the international airlines involved, which came into effect on January 1. These fares are available to travel agents for the construction of inclusive tour holidays, either in Europe or in North America. They are lower than any fares previously approved for scheduled services on the transatlantic route and continue the downward trend of fares on this route which has been in course for a number of years. As an example, there is now a tour basing fare, available during most of the year, between New York and London at £82 3s., enabling inclusive tour holidays to be priced from £107 3s.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

New Books

The Fifth French Economic and Social Development Plan (1966-1970). (33 pages. Free from the Press and Information Department of the French Embassy, 58 Knightsbridge, London, S.W.1.) In recent years the French Embassy has published more than 70 documents describing aspects of French policy, social institutions, economy and achievement, and this latest in the series (No. A/44/12/66) gives, in English, a summary of the current plan. The objective adopted for the growth of production is about 5 per cent per annum, representing a total growth of 27.5 per cent by 1970. New features include the much greater emphasis to be placed on regional development schemes; the application of an idea called 'indications in value' to incomes policy – that is, voluntary guidelines for price, wage and profit increases – and the Government has established an Incomes and Costs Study Centre to examine how the recommended norms operate; reduction in working hours; provision for more and cheaper houses; and the acceleration of technical progress. Much of this summary is taken up by considering how various sectors of the economy and branches of industry are likely to be affected by the plan, and it concludes with the reminder that it does not purport to be an inflexible controlling of the economy, but rather an indication of trends to be followed to reach a desirable objective.

With the exception of an article on the Ivory Coast published in the *Board of Trade Journal* (vol. 186, no. 3491, February 14, 1964, pp. 323-325), and the booklet *Hints to Business Men Visiting Ivory Coast,* issued by the Board of Trade Export Services Branch (current issue dated 1965; new edition in preparation), up-to-date published information on the Ivory Coast, in English, directed at the businessman has been hard to come by. Two recently published booklets are therefore welcome additions to a scanty literature. The first, **Private Investments in the Republic of Ivory Coast** (27 pages), is published by the Ministry of Finance and Economic Affairs of the Republic of Ivory Coast, POB 1766, Abidjan. It contains a translation of the text of Law no. 59/134 of September 3, 1959, determining the code for private investments in the Republic of Ivory Coast. An appendix to the law sets out a schedule of tax remissions and alleviations and includes provisions relating to duties and taxes collected on goods and raw materials imported into the Republic. Regulations for foreign investments in the franc zone are also included in the booklet. The second, **Industry, Ivory Coast Year VI** (12 pages), is published by Centre d'Information et de Documentation Ivoirien, 13 Boulevard Haussmann, Paris 9e (the Centre was also associated with the preparation of *Private Investments in the Republic of Ivory Coast*). This is a glossy, illustrated pamphlet which provides a brief statement of Ivory Coast industrial policy and an account of the main industries established in the Republic.

Opportunity Australia. Third edition. Commercial Bank of Australia Ltd. (174 pages. Available free from the Bank, 12 Old Jewry, London, E.C.2). On the occasion of its centenary the Commercial Bank of Australia has published a new edition of its brief guide to the Australian economy, which last appeared three years ago. Although it is primarily intended for the potential emigrant or the businessman who is thinking of forming a new company in Australia, its account of the Australian scene makes it of considerable interest to the exporter trying to assess the market potential of the country. Power resources, primary industry, manufacturing and the service industries are dealt with in turn, the text being interspersed with frequent statistical tables. Later chapters are devoted to finance, labour and employment, business opportunities and external trade, among other topics.

Japan's Trade in Asia, by Kyung-Mo Huh. (303 pages. Pall Mall Press, for Praeger, £5 5s.) The purpose of this study is to investigate the development of Japan's trade with the 10 major Asian countries (the ECAFE region) since 1926 and to explore the prospects for the expansion of this trade by 1970. The study can be divided into three main parts. The first examines the importance of foreign trade to the Japanese and ECAFE region economies, and developments in the Japanese economy and in Japan's world trade between 1926 and 1962. The second part investigates in detail developments in Japan's trade relations with the ECAFE region in this period, and includes a chapter describing the effects of trade barriers on the structure of Japan's ECAFE trade in the post-war period. Finally, there is an assessment of the prospects for the expansion of commodity trade, which shows that Japan is likely to accumulate a sizeable export surplus in its trade with the ECAFE region by 1970. The author suggests that the expansion of trade between Japan and the ECAFE countries can best be achieved by encouraging large-scale official and private long-term capital outflows from Japan to those countries. There are several statistical charts and tables in the text, and a statistical appendix of 57 pages, containing 20 tables. A 12-page bibliography is also provided. The volume appears in the series of *Praeger Special Studies in International Economics and Development.*

Industrial Relations and Economic Development, edited by Arthur M. Ross (413 pages. Macmillan, 63s.). One key problem which faces every developing country is that of building an industrial relations system in tune with the realities of its economic and political situation; a problem which cannot be solved by mechanically adopting institutions which may have worked well elsewhere – whatever values they may have developed in different circumstances. It was this central question which underlay the Research Conference on Industrial Relations and Economic Development which took place in Geneva in August and September 1964 under the auspices of the International Institute for Labour Studies. This was essentially a conference of scholars aiming to augment theoretical understanding and factual knowledge, rather than a gathering of policy workers and administrators assembled to formulate practical programmes of action. In the present volume are printed the 14 papers presented and discussed, with an introductory chapter by the editor, who was also the organizer of the conference. The papers fall into four groups: the role of the state in industrial relations; the sources and functions of union leadership in developing countries; the distribution of decision-making power in wage determination; and participation of interest groups in the formulation of economic plans. An aim throughout was to select issues which were amenable to comparitive analysis of development experience, while exercising great care in making generalizations about developing countries. A final section of the volume is an 80-page literature survey on industrial relations and economic development, which includes a bibliography of over 900 items.

Descriptive Economics, by C. D. Harbury. (308 pages. Pitman, 15s.) The third edition of this textbook is intended for first-year students of economics who need a comprehensive yet straightforward description of the British economy in the mid-1960's. An introductory chapter provides a simple explanation of some basic theoretical concepts, but the remainder of the book is concerned with facts and institutions. Each chapter is followed by simple exercises designed, amongst other things, to acquaint the reader with some of the more familiar sources of economic data. Users of the book should note that one of the sources – the London and Cambridge Economic Service *Bulletin* – has, from March 1966, changed its method of publication and its scope. It still appears quarterly, but is published initially in an issue of *The Times,* and is subsequently reprinted as *London and Cambridge Economic Bulletin* (single copies 4s. 6d.; annual subscription 18s. from Times Publishing Co. Ltd.) with the sub-title 'The British Economy: its Present Position and Long and Short Term Prospects'. The retrospective statistical series to which Mr. Harbury's exercises refer are no longer included.

Materials of Construction for the Chemical Industry. (26 pages. Issued as a supplement to the December 1966 issue of *Chemical Processing;* additional copies available from NTP Sales and Distribution Ltd., 40 Bowling Green Lane, London, E.C.1, price 5s.) This is the fourth edition of a publication which first appeared in December 1960 and contains 12 per cent more items than the previous edition. The bulk of the contents is an alphabetical list of 694 materials, mostly listed under trade names, and including metals, rubbers, resins and plastics, cements, glass and ceramics, giving for each a short note on its nature, properties and uses. The source of supply of each is given, and there is an alphabetical list of the names and addresses of the manufacturers. The supplement, which is a materials guide in its own right, can be used in conjunction with the same publisher's *Corrosion Chart* (price 5s.) to enable users quickly to obtain a short list of possible materials for a particular application, and sometimes to suggest new materials not previously considered.

British Valve and Semiconductor Industry. British Radio Valve Manufacturers' Association and Electronic Valve and Semiconductor Manufacturers' Association. (9 pages. Available post free from The Secretary, BVA/VASCA, Mappin House, 156-162 Oxford Street, London, W.1.) This is the third edition of a brief guide to the products of the British valve and semiconductor industry. It lists the names and addresses of the member firms of the two associations; and then shows in tabular form which of them are manufacturers of each of 64 types of valves, tubes and other devices – ranging from transmitting and industrial power valves to high-speed switching transistors.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Jan. 19	**Aircraft and aero engine spares, miscellaneous spares.**	**35 Maintenance Unit, RAF, Heywood, Lancs.**	**Brady & Son (Dept. L), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252.)**

Note: This will be the last auction sale of stores and equipment to be held at Heywood and will include: Hydraulic servicing, air supply, air cooling and electrical servicing trolleys; miscellaneous aircraft spares; hydraulic jacks; aircraft jacks 'Skyhi' 50 tons capacity; compressors; Bidston generators 28 V, 10 kW; miscellaneous cable; electrical equipment and spares; office and household furniture including metal framed stacking chairs, Windsor chairs, wooden and upholstered armchairs, office tables and chairs, wooden cabinets and bookcases, bedside cabinets, cupboards, typing desks, metal lockers, etc.; oxygen charging trolleys; fire extinguishers; slings, beams and winches; pulley blocks (3 cwt. to 5 tons); Kee Klamp pallets; various metal ladders; wooden carrying cases; miscellaneous workshop equipment; and a large assortment of general stores to be cleared.

Jan. 24	**Machine tools, industrial equipment, textiles and miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Leeds, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. Leeds 20898.)**

Lathes; drilling and grinding machines; shearing, folding and sewing machines; milling machines; presses; compressors; lubricating plant; fork lift truck; electrical trucks; electric welding equipment and welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity rollers; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; clocks; workshop equipment; MT spares; tool kits; electric cable; textiles, including canvas, tentage, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment; clothing including battle dress, greatcoats, raincoats, leather jerkins, shirts, vests, drawers, boots and shoes; furniture, including folding chairs and forms, dining chairs, tables, wardrobes and numerous other effects.

Feb. 1	**Commercial and private vehicles, miscellaneous stores.**	**Depots in Northern Ireland . . . . .**	**Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233.)**

Ford and Standard Vanguard saloons; Austin 'Champs'; Landrovers; Rover, Morris and Bedford trucks; Austin cargo trucks; Bedford 3-ton teleprinter office trucks; Ford cargo trucks; AEC Matador 10-ton tractor; Landrover, Daimler and Bedford petrol engines; hydraulic and screw jacks; machine tools; vehicle spares; batteries various, hand lawn mowing machines; textiles, including kit bags; carpets; curtains; white and coloured blankets; mattresses; webbing packs; 4½ tons mixed rags; clothing, including khaki jackets; pullovers and jerseys; BD trousers and blouses; khaki trousers and shorts; greatcoats; ankle boots; denim trousers and blouses; and a large assortment of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

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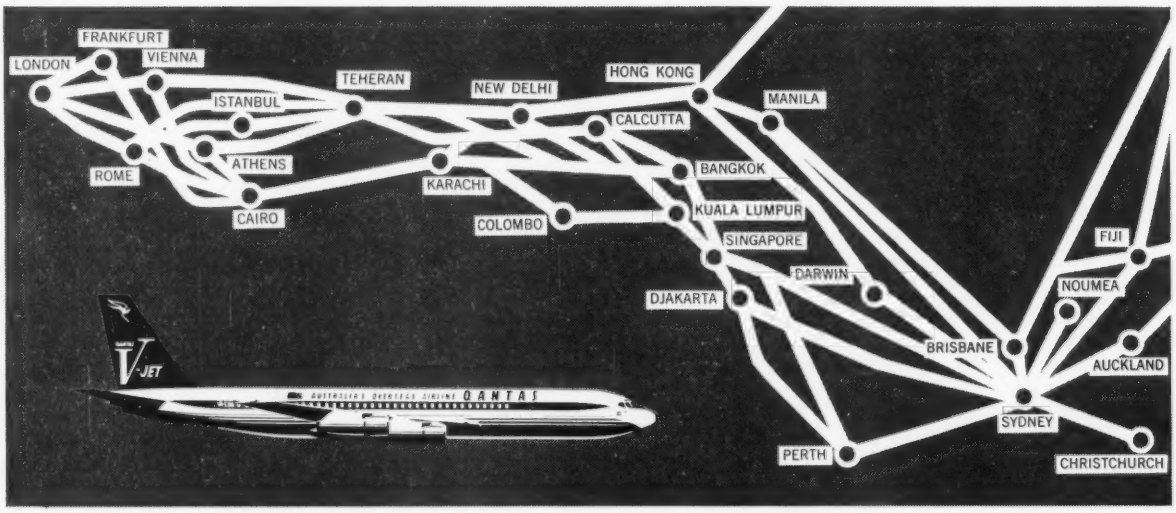

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	166	190	156	+346	+202	+19	+43
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 52	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 96	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+129	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	160	128	163	190	155	+ 69	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+19
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+26
3rd quarter		134				109		129	158				+105	+20	—15
1966															
May		133				111									
June		132				109									
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November						109									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices							Series shown in thousands			1958	1958	series shown in £ million
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956						
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966					114·5*	133·0*		325	255				
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter					113·2*	133·6*		417	206				
1966													
May	162	127	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November			138·8	+4·0	113·3*	133·6*	169·8	424	201		137	169	
December					112·8*	133·6*		449	200				

* Provisional. † Not seasonally adjusted.

Industry's capital expenditure in the third quarter of 1966

PRIVATE INDUSTRY'S capital expenditure was virtually unchanged between the second and third quarters of 1966. Revised estimates put investment at £569 million, at 1958 prices seasonally adjusted, in the third quarter as against £572 million in the second quarter. Although the pattern of expenditure is similar to that provisionally estimated with a rise in expenditure by manufacturers and a fall in that of the distributive and service industries these movements have been somewhat modified.

Investment by manufacturing industry is now estimated to have risen by about 4 per cent between the second and third quarters of 1966. The level of expenditure at £297 million (at 1958 prices, seasonally adjusted) was slightly higher than the average for the first two quarters of the year and much the same as expenditure in the third quarter of 1965. Expenditure on new building work and plant and machinery rose and that on vehicles, in common with expenditure by the distributive and service industries, was maintained at a very high level; total expenditure on vehicles (excluding ships) was about 16 per cent higher than in the corresponding period in 1965. Industries increasing their expenditure were chemicals, metal manufacturing, 'other manufacturing industries' and mineral oil refining where investment was considerably higher than in 1965. There were also a number of falls in investment notably in the engineering industries whose expenditure has been showing an irregular downward movement since the beginning of 1965.

The estimates of expenditure in 1965 by the distributive and service industries have been revised to take account of the results of the 1965 Annual Inquiry into these industries; this has affected the estimates for 1966 which are based on those for the previous year. In addition new seasonal adjustment factors have been calculated for these years. These have had the overall effect of slightly raising the seasonally adjusted estimates for the first half of the year relative to those for the second half. In general the effect of these revisions has not been large. The 1965 Inquiry into wholesale distribution was on a larger scale than that for the other industries and the results are not yet available; the capital expenditure series for wholesalers will be revised later.

A large number of returns in the distributive and service industries were received after the provisional calculation. Their inclusion in the figure has substantially reduced the fall in investment between the second and third quarters estimated then. Excluding shipping, expenditure by these industries is now estimated to have fallen by about 3 per cent. Expenditure by retailers, which has been falling slowly for two years, was unchanged, that by the other industries fell slightly. Expenditure by shipowners is considerably higher than provisionally estimated but still shows a large fall.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

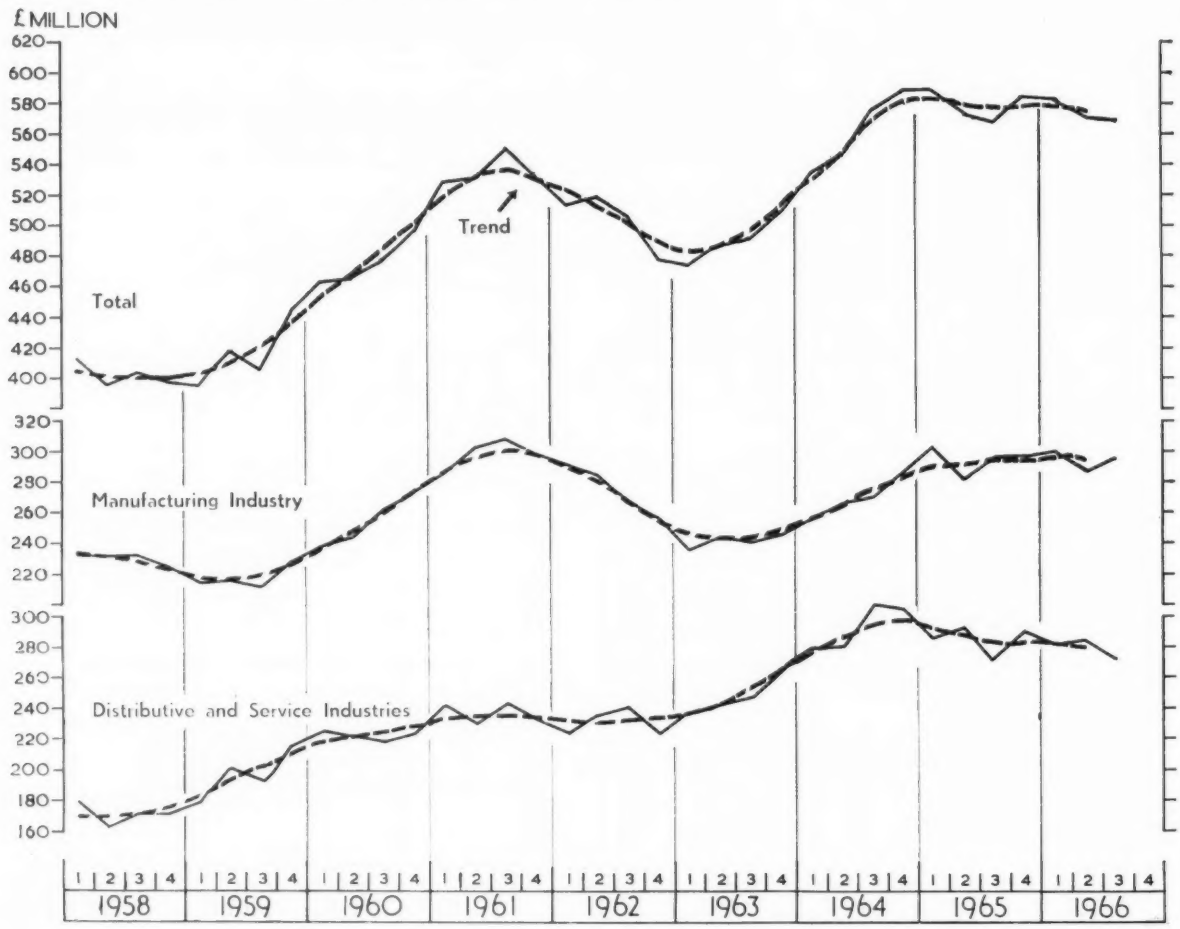


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted [a]

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	964	992	1,956	595	427	935
1964	1,078	1,171	2,249	689	520	1,041
1965	1,176	1,140	2,316	724	485	1,107
1960 1st quarter	238	225	463	138	112	213
2nd quarter	244	223	467	132	117	218
3rd quarter	261	216	477	136	110	231
4th quarter	273	226	499	141	117	241
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
4th quarter	256	225	481	149	94	239
1963 1st quarter	235	237	472	143	100	228
2nd quarter	244	239	483	149	102	233
3rd quarter	240	249	489	148	107	235
4th quarter	245	267	512	155	118	239
1964 1st quarter	256	279	535	157	126	252
2nd quarter	266	279	545	166	123	256
3rd quarter	270	308	578	179	138	261
4th quarter	286	305	591	187	133	272
1965 1st quarter	303	286	589	190	115	283
2nd quarter	281	293	574	182	127	265
3rd quarter	296	272	568	177	116	275
4th quarter	296	289	585	175	127	284
1966 1st quarter	300	283	583	170	127	286
2nd quarter	287	285	572	164	134	274
3rd quarter	297	272	569	165	128	276

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(Tables continued on following pages)

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

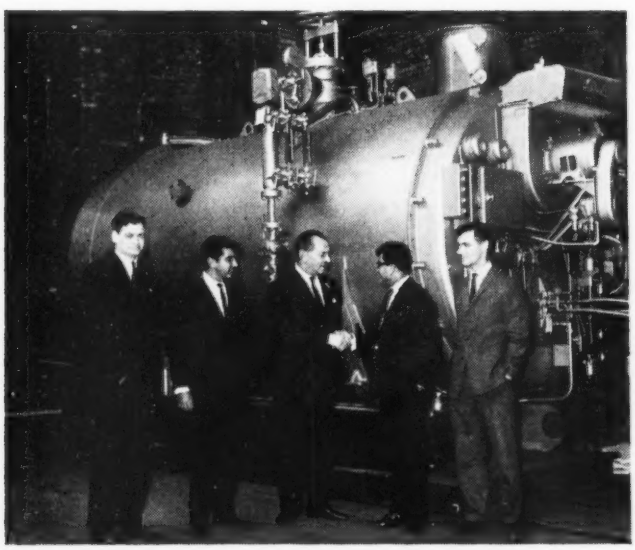
Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: CITY 5757

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	153·3	25·7	156·3	100·4	244·5	78·7	116·8	80·9	121·5	1,078·1	284·2	87·5	706·4
1965	164·8	21·2	198·8	97·2	236·3	109·5	124·6	91·6	132·1	1,176·1	312·9	89·2	774·0
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·6	9·1	34·5	24·5	58·1	19·4	24·8	19·5	28·3	255·8	66·5	21·7	167·6
2nd quarter	38·4	6·3	37·3	24·2	61·7	20·9	28·9	18·8	30·0	266·5	69·9	22·5	174·1
3rd quarter	39·7	5·1	39·1	25·9	62·0	16·7	29·5	21·3	30·4	269·7	70·0	21·8	177·9
4th quarter	37·6	5·2	45·4	25·8	62·7	21·7	33·6	21·3	32·8	286·1	77·8	21·5	186·8
1965 1st quarter	42·4	5·2	48·6	25·3	63·2	26·0	33·3	24·5	34·0	302·5	82·2	23·1	197·2
2nd quarter	39·2	4·9	46·8	24·0	57·6	25·8	29·3	24·3	29·2	281·1	77·0	21·4	182·7
3rd quarter	42·9	5·2	53·5	25·1	55·7	26·3	32·3	21·0	34·1	296·1	78·0	20·9	197·2
4th quarter	40·3	5·9	49·9	22·8	59·8	31·4	29·7	21·8	34·8	296·4	75·7	23·8	196·9
1966 1st quarter	39·5	6·8	55·2	24·9	57·2	28·9	30·4	19·5	37·3	299·7	69·7	25·3	204·7
2nd quarter	37·2	9·2	48·4	23·2	57·3	27·3	31·5	20·3	32·5	286·9	67·3	27·5	192·1
3rd quarter	38·0	11·6	52·7	26·3	54·9	26·5	29·0	20·5	37·6	297·1	72·5	26·3	198·3



Mr. K. J. Khub-Chandani, director of Glamour Garment Factory (Ghana) Limited recently visited the Gainsborough plant of Marshall Sons & Co. Ltd. Mr. Khub-Chandani, accompanied by his younger brother, inspected the Marshall CB 300 automatic boiler which is being supplied to their new factory in Accra, Ghana. Mr. J. W. Searson (centre) of Marshalls is seen here welcoming Mr. Khub-Chandani (second from right).

Japanese purchases at the end of season bloodstock sales last year amounted to some 160 stallions and mares. The photograph shows the unloading at Haneda Airport, Tokyo, of the second of a series of special flights arranged to transport the animals to Japan. This consignment included the St. Leger winner, 'Indiana'.

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted [a], [c], [d]

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	215	679	1,047	411	306	333
1960 1st quarter	40	22	43	120	185	75	55	55
2nd quarter	43	25	43	112	180	70	55	55
3rd quarter	38	26	44	108	178	67	53	58
4th quarter	37	27	45	117	189	72	59	58
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	56	174	271	108	79	86
2nd quarter	30	38	54	171	263	105	76	82
3rd quarter	22	38	53	159	250	99	73	78
4th quarter	26	36	52	175	263	99	78	87
1966 1st quarter	23	40	50	170	260	100	79	81
2nd quarter	23	43	46	173	262	97	84	82
3rd quarter	19	41	46	166	253	92	83	78

Table 4. Industry's fixed capital expenditure at current prices [a]

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,024	2,068
1964	1,200	1,221	2,421
1965	1,367	1,228	2,595
1960 1st quarter	221	216	437
2nd quarter	236	216	452
3rd quarter	271	206	477
4th quarter	293	242	535
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	242	502
3rd quarter	261	250	511
4th quarter	286	291	577
1964 1st quarter	264	282	546
2nd quarter	292	287	579
3rd quarter	300	308	608
4th quarter	344	344	688
1965 1st quarter	327	299	626
2nd quarter	321	308	629
3rd quarter	344	282	626
4th quarter	375	339	714
1966 1st quarter	339	303	642
2nd quarter	339	306	645
3rd quarter	359	288	647

Notes relating to Tables 1, 2, 3 and 4

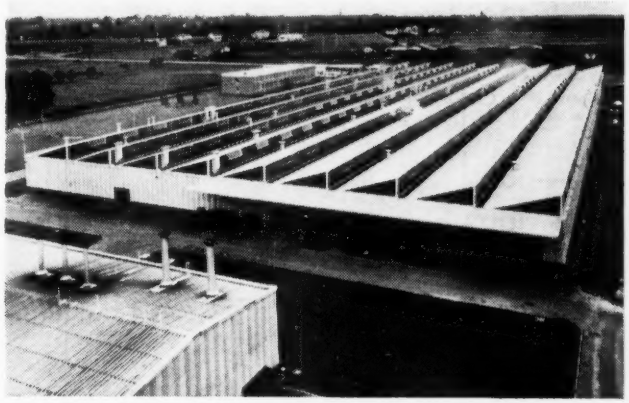
(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.



The Ferodo Italiana works, Mondovi, illustrating the light and shade effect of the side cladding of asbestos-cement panel sheets supplied by Turners Asbestos Cement Co. Ltd., a Turner & Newall company.

Industry's stocks in the third quarter of 1966

REVISED ESTIMATES of the change in industry's stocks in the third quarter of 1966 confirm the large rise estimated in the provisional calculation. Stockbuilding is now estimated to have been £110 million, at 1958 prices seasonally adjusted. This rise was largely due to a substantial increase in manufacturers' stocks but those of wholesalers also rose.

The volume of manufacturers' stocks and work in progress is estimated to have increased by £105 million during the quarter. There were unusually large increases in stocks of materials and fuel and of finished goods; in the case of the latter this follows a substantial rise in stocks in the second quarter. The rise in stocks of materials and fuel was largely due to exceptional circumstances, e.g. the effects of the seamen's strike. The recent sharp movements in copper prices may not have been fully reflected in firms' stock valuation so that the physical increase in stocks and work in progress may have been slightly under-estimated in the second quarter and over-estimated in the third quarter. The change in stockbuilding between the second and third quarters may, therefore, have been slightly exaggerated. Stocks of finished goods rose substantially in the engineering and textiles industries; elsewhere the rise was small. The increase in manufacturers' stocks combined with a smaller change in the index of production brought the stocks/production ratio up to 99·1, its highest level since 1961.

Wholesalers' stocks also rose sharply (by £24 million) after a fall in the second quarter; this increase occurred only in the stocks of general wholesale distributors, the stocks of other wholesalers showing little change. It was balanced by a fall in retailers' stocks, the first for many quarters. Estimates of retailers' stockbuilding in 1965 have been revised in the light of the results of the 1965 Annual Inquiry into the distributive and service industries; this revision has had a slight effect on the figures for 1966.

Changes in industry's stocks at 1958 prices seasonally adjusted

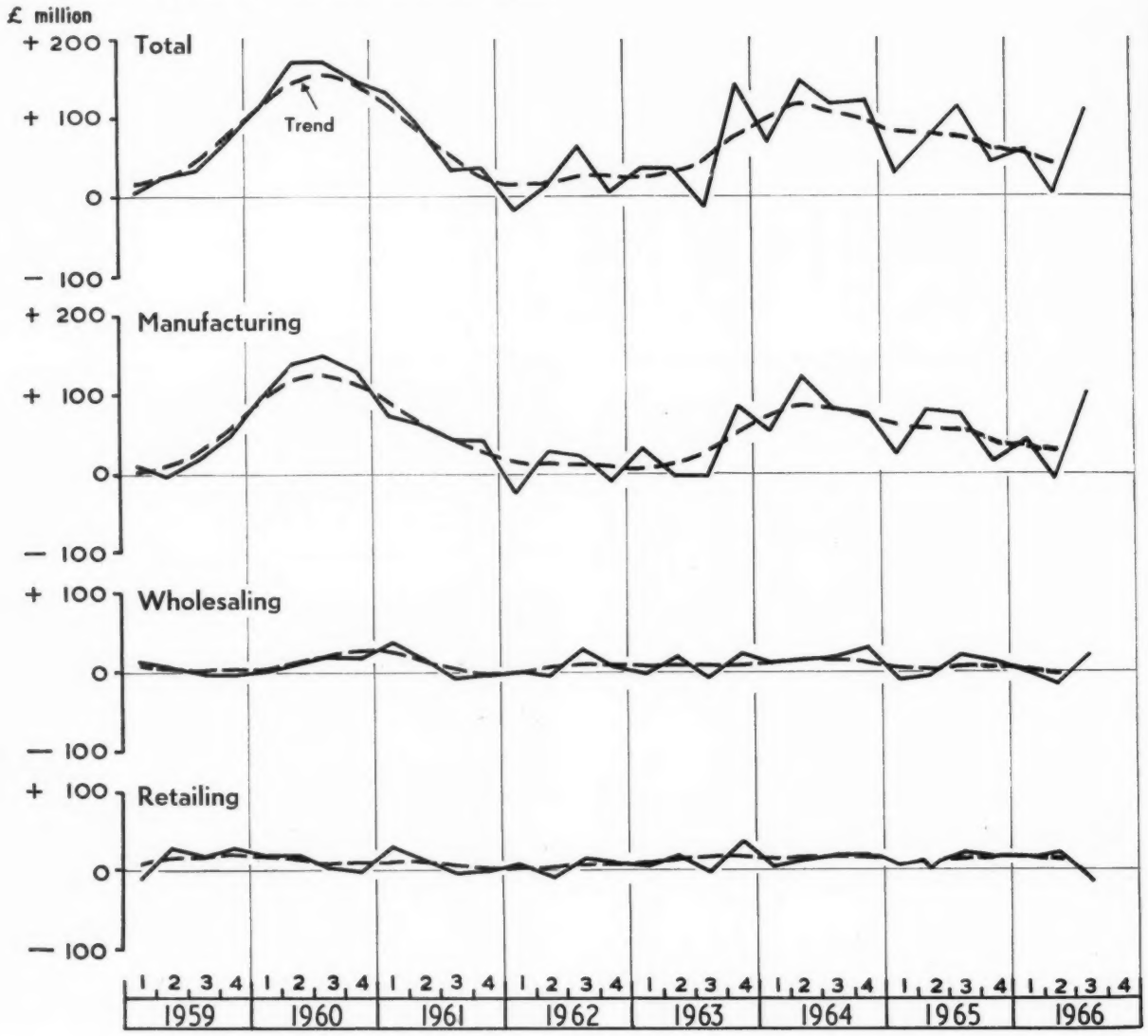
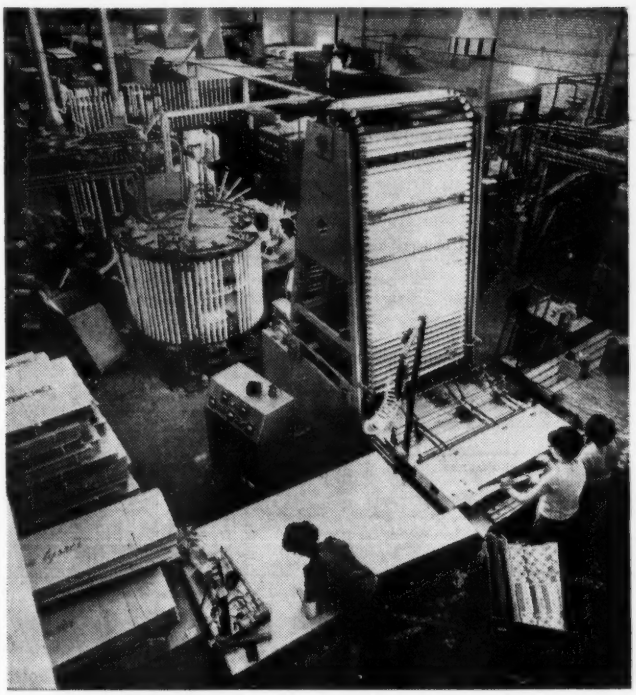


Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1965	6,361	1,036	1,176	8,573
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+22	+14	+ 58
1963	+113	+29	+55	+197
1964	+335	+72	+47	+454
1965	+201	+19	+43	+263
1960 1st quarter	+ 95	N/C	+18	+113
2nd quarter	+141	+11	+18	+170
3rd quarter	+148	+19	+ 2	+169
4th quarter	+130	+18	— 1	+147
1961 1st quarter	+ 72	+35	+25	+132
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 41	— 7	— 2	+ 32
1962 1st quarter	— 24	N/C	+ 5	— 19
2nd quarter	+ 29	— 7	—10	+ 12
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	+ 3	+ 8	+ 2
1963 1st quarter	+ 31	— 1	+ 3	+ 33
2nd quarter	— 3	+19	+18	+ 34
3rd quarter	— 1	— 9	— 1	— 11
4th quarter	+ 85	+20	+35	+140
1964 1st quarter	+ 54	+10	+ 3	+ 67
2nd quarter	+123	+13	+12	+148
3rd quarter	+ 82	+19	+17	+118
4th quarter	+ 76	+30	+15	+121
1965 1st quarter	+ 29	—10	+ 9	+ 28
2nd quarter	+ 80	— 5	+ 3	+ 78
3rd quarter	+ 75	+21	+17	+113
4th quarter	+ 18	+13	+14	+ 45
1966 1st quarter	+ 42	N/C	+19	+ 61
2nd quarter	— 10	—15	+26	+ 1
3rd quarter	+105	+20	—15	+110



Fluorescent tube manufacturing machinery built by the Bader Machinery Co. Ltd., of Weybridge, in production at the Lumalampan factory, Stockholm. Bader Machinery Co. Ltd., a member of the Sale Tilney Group, claim to have developed a healthy export market for their lamp making and other special purpose equipment in technically advanced countries all over the world, between 70 per cent and 80 per cent of their production since the beginning of the year having gone overseas.

Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1965	846	547	503	3,156	662	647	6,361	2,290	2,364	1,707
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 6	+30	+30	+199	+ 48	+22	+335	+106	+148	+ 81
1965	—10	+12	+15	+153	— 8	+39	+201	+ 38	+ 71	+ 92
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	—7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 4	+ 5	+ 1	+ 17	—10	+14	+ 31	— 15	+ 19	+ 26
2nd quarter	+23	— 9	— 2	— 10	— 1	— 4	— 3	— 4	+ 11	— 10
3rd quarter	— 2	— 8	— 3	+ 5	+ 7	N/C	— 1	— 1	+ 18	— 17
4th quarter	+31	N/C	+ 5	+ 45	+ 4	+ 1	+ 85	+ 23	+ 44	+ 18
1964 1st quarter	+ 3	+ 6	+ 9	+ 32	+ 5	— 1	+ 54	+ 32	+ 27	— 4
2nd quarter	— 4	+ 9	+15	+ 69	+23	+10	+123	+ 29	+ 50	+ 44
3rd quarter	+ 3	+ 6	+ 3	+ 58	+ 6	+ 6	+ 82	+ 15	+ 37	+ 30
4th quarter	+ 5	+ 9	+ 2	+ 40	+13	+ 7	+ 76	+ 31	+ 33	+ 11
1965 1st quarter	—11	—17	+ 6	+ 34	+ 7	+10	+ 29	— 5	+ 45	— 11
2nd quarter	— 6	+31	— 5	+ 54	— 8	+14	+ 80	+ 23	— 5	+ 61
3rd quarter	+17	+ 2	+ 7	+ 40	— 4	+13	+ 75	+ 22	+ 25	+ 28
4th quarter	—10	— 4	+ 7	+ 26	— 4	+ 3	+ 18	— 1	+ 5	+ 14
1966 1st quarter	+13	+11	— 5	+ 13	+ 3	+ 7	+ 42	+ 8	+ 23	+ 11
2nd quarter	— 7	+ 7	—22	+ 3	+ 1	+ 9	— 10	— 43	N/C	+ 33
3rd quarter	— 4	+ 4	+25	+ 54	+17	+10	+105	+ 41	+ 3	+ 61

Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
810	General wholesale distributors	1960	— 1	+10	+15	+ 2	+26	
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 2	+12	—11	+14	+13	
		1964	+ 1	+ 7	+10	+27	+45	
		1965	— 9	— 1	+17	+ 5	+12	674
		1966	+ 5	— 9	+24			
831	Dealers in coal, builders' materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 3	+ 2	— 3	+ 3	+ 5	
		1964	+ 3	N/C	+ 5	— 2	+ 6	
		1965	— 4	— 2	+ 1	+ 3	— 2	94
		1966	— 1	N/C	— 4			
843	Dealers n ndustrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 5	+ 5	+ 3	+11	
		1964	+ 6	+ 6	+ 4	+ 5	+21	
		1965	+ 3	— 2	+ 3	+ 5	+ 9	268
		1966	— 4	— 6	N/C			
	Total wholesalers	1960	N/C	+11	+19	+18	+48	
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 1	+19	— 9	+20	+29	
		1964	+10	+13	+19	+30	+72	
		1965	—10	— 5	+21	+13	+19	1,036
		1966	N/C	—15	+20			

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+125	+181	+108	+148	+562	
	1965	+126	+147	+102	+ 98	+473	7,313
	1966	+167	+141	+ 60			
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 14	+ 30	+ 62	+ 18	+124	
	1965	— 1	+ 9	+ 54	— 14	+ 48	1,169
	1966	+ 8	+ 1	+ 43			
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	1,318
	1966	+ 81	+ 25	— 23			
Total (e)	1960	+200	+211	+160	+119	+690	
	1961	+223	+158	+ 51	— 16	+416	
	1962	+ 75	+ 32	+ 51	— 3	+155	
	1963	+119	+ 21	+ 26	+195	+361	
	1964	+194	+224	+177	+181	+776	
	1965	+194	+151	+158	+ 84	+587	9,800
	1966	+256	+167	+ 80			

Notes relating to Tables 1-4

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5 **The relationship of manufacturers' stocks to manufacturing production**

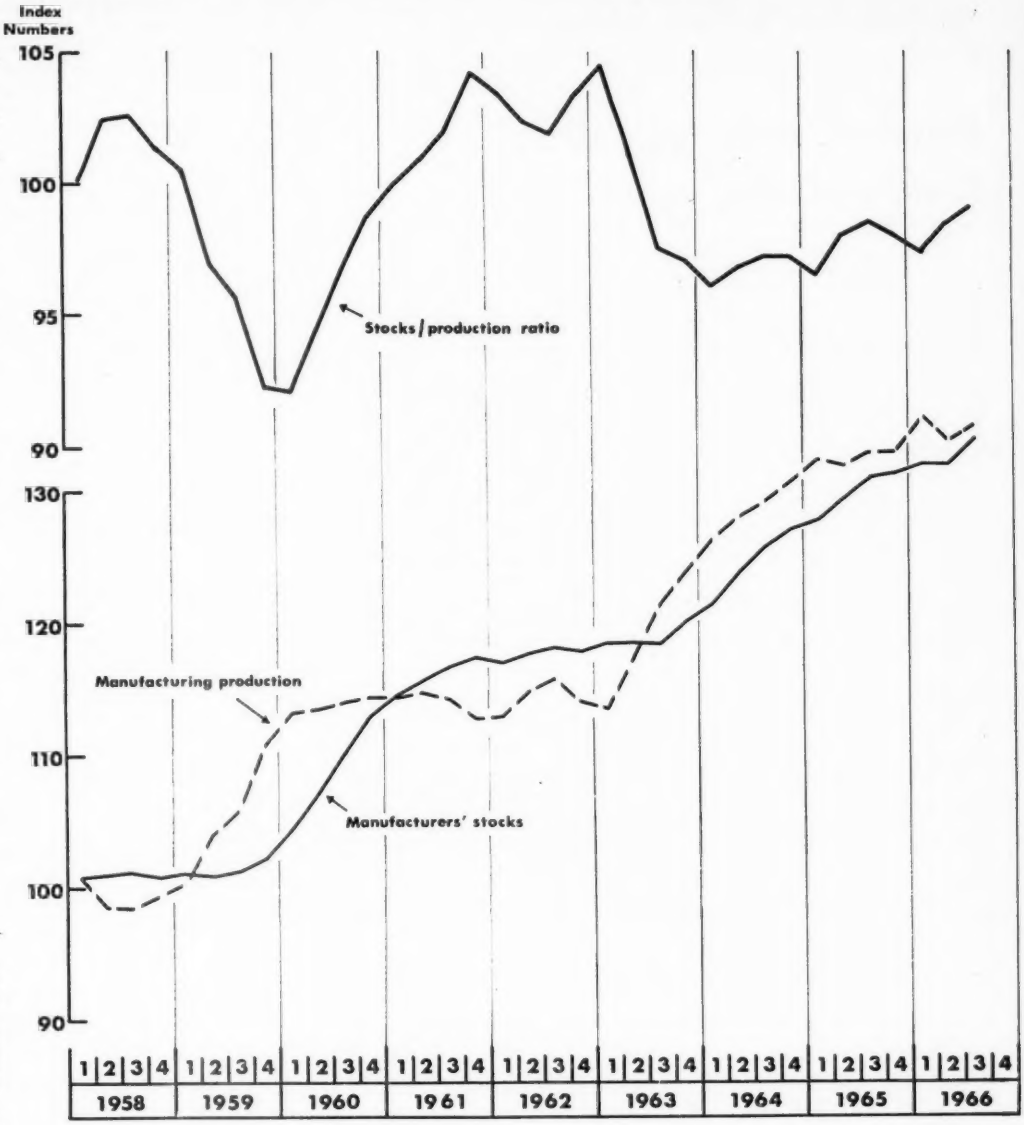
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·4
	2	119	117	101·0
	3	119	121	97·6
	4	120	124	97·1
1964	1	121	126	96·0
	2	124	128	96·7
	3	126	129	97·2
	4	127	131	97·3
1965	1	128	133	96·5
	2	129	132	98·0
	3	131	133	98·6
	4	131	134	98·1
1966	1	132	136	97·3
	2	132	134	98·4
	3	134	135	99·1
	4			

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Note: Separate seasonally adjusted indices of retail sales for the months of July, August and September 1965 have not been published because of the shift in the date of the August Bank Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.

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HMSO

WHOLESALE PRICE INDEX NUMBERS

Prices of materials fall in fourth quarter

PRICES OF MATERIALS and fuel used in manufacturing industry, which had weakened in the third quarter after rising by some 5 per cent in the preceding 12 months, fell by a further 1 per cent in the fourth quarter. Compared with a year earlier the index was up by nearly 2 per cent. A large part of this increase was due to the rise of some 7 per cent in fuel prices; materials prices were up by only about 1 per cent. Both the food and non-food sectors contributed to the further easing of prices in the fourth quarter.

Output prices for all manufactured products which rose steadily during the first half of the year began to level off in the third quarter and have remained steady since then. There have been only relatively small fluctuations in the output prices of the non-food index over this period but the index for the food sector has edged up since September. Comparing the fourth quarter index for all manufactured products with the same period a year ago the index has risen by nearly 2½ per cent; this is considerably less than the 4 per cent recorded during each of the previous two years. The increases during 1966 were very similar in the food and non-food sectors.

Materials and fuel used in broad sectors of industry

The rise of nearly 1 per cent in the provisional index for December for materials and fuel used in the food industries was due mainly to increased prices for imported foodstuffs, notably sugar and cocoa. In the non-food sector the provisional index number for the chemical industry continued to move down slightly while those for mechanical and electrical engineering both eased back compared with the previous month under the influence of slightly lower prices for copper products. There was a small increase in the index for textiles but that for timber fell slightly for the second month running. The index for the paper industries which rose last month fell back to the level of previous earlier months. When the fourth quarter of the year is compared with the third, all the non-food sector index numbers (other than that for paper which remained unchanged) showed downwards movements, varying in magnitude. The largest reductions were in the index numbers for the electrical machinery industry and the textile industries. The index numbers for construction materials and house building materials fluctuated only narrowly during the fourth quarter but, on average for the quarter, both show a small decline compared with the third quarter.

Output of broad sectors of industry

The rise in December of about ½ per cent in the provisional index for the output prices of the food industry was a reflection of increased prices for sugar, bacon and tongues. In the non-food industries there were only marginal movements in December in the index numbers for the chemicals, clothing and timber industries and no change in those for the iron and steel, textiles and paper industries. There was little movement between the third and fourth quarters for the year for any of the non-food groups of industries. Comparing the current quarter with that of a year ago there were rises of about 3½ per cent in output prices of the iron and steel industry and the clothing industry. Chemicals, textiles and paper rose in the region of 1 per cent while timber rose by nearly 2 per cent.

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1. Materials purchased by broad sectors of industry—1954=100

(monthly averages

1958 Standard Industrial Classification Minimum List Headings		1965	1966				1965	1966							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·1	110·2	112·4	111·1	110·0*	108·9	112·6	112·5	112·6	110·9	109·7	110·0	110·1*	110·0*
	Basic materials	103·5	105·8	107·3	105·8	104·4*	104·1	107·6	107·5	107·5	105·5	104·2	104·4	104·4*	104·3*
	Fuel	143·4	144·1	151·4	151·9	153·9*	143·8	151·4	151·4	151·8	152·0	152·0	153·6	154·1*	154·1*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	111·5	113·7	116·8	114·6	113·2*	111·9	117·1	117·0	116·7	114·2	112·8	113·3	113·3*	112·8*
	Basic materials other than fuel	106·0	108·3	110·7	108·0	106·0*	106·4	111·1	111·0	110·6	107·6	105·9	106·2	106·2*	105·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	102·0	103·9	103·7	104·4	103·9*	103·4	103·8	103·6	104·6	104·6	104·0	103·6	103·6*	104·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·9	117·1	117·3	117·7	116·7*	117·0	117·5	117·2	117·9	117·9	117·3	117·1	116·5*	116·4*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	142·5	146·6	151·8	149·5	149·3*	143·4	151·9	152·4	152·5	148·6	147·2	149·1	149·5*	149·3*
	Materials and fuel used in the electrical machinery industry.	133·8	139·0	146·6	144·2	142·5*	135·1	146·9	148·4	148·6	143·1	140·8	142·2	142·8*	142·4*
Order X	Materials and fuel used in the textile industries	96·3	96·6	98·8	97·6	95·2*	96·7	98·8	98·9	98·8	97·8	96·4	95·2	95·0*	95·3*
Order XIV	Materials and fuel used in the timber industries	120·6	121·0	122·0	122·7	122·5*	120·8	122·0	122·4	122·6	122·7	122·8	122·8	122·6*	122·3*
Order XV	Materials and fuel used in the paper industries	113·3	113·2	114·7	114·6	114·6*	112·7	114·8	114·8	114·9	114·5	114·4	114·5	114·8*	114·4*
Order XVII Part of Order XVII	Construction materials	131·4	131·9	134·1	134·3	134·0*	131·6	134·2	134·4	134·6	134·2	134·0	134·0	134·1*	134·0*
	House building materials	132·6	133·3	135·0	135·2	134·9*	132·8	135·0	135·4	135·6	135·1	134·8	134·9	135·0*	134·9*

*Provisional figure.

WHOLESALE PRICE INDEX NUMBERS, *continued*

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965	1966				1965	1966							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov	Dec.
Orders III to XVI	All manufactured products: Total sales	129·7	130·9	132·3	133·0	133·1*	130·2	132·3	132·6	132·8	133·2	133·0	133·0	133·0*	133·1*
	Home market sales	130·9	131·8	133·1	134·0	134·0*	131·3	133·1	133·4	133·8	134·1	134·0	133·9	134·0*	134·1*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	129·3	130·5	132·2	132·8	132·7*	129·5	132·2	132·6	132·9	132·9	132·8	132·7	132·7*	132·7*
	Home market sales	130·5	131·4	133·1	133·8	133·6*	130·7	133·1	133·4	133·8	133·8	133·8	133·5	133·6*	133·6*
211 to 229	Products of the food manufacturing industries: Home market sales	121·1	122·3	123·3	123·6	123·9*	122·4	123·5	123·5	123·9	123·6	123·3	123·6	123·7*	124·3*
263 to 277	Chemicals and allied industries: Total sales	108·0	108·9	109·0	109·2	109·0*	108·0	109·1	109·0	109·2	109·3	109·1	109·1	108·9*	109·1*
	Home market sales	109·2	109·9	109·8	110·2	110·0*	109·3	109·9	109·7	110·1	110·3	110·2	110·1	109·9*	110·0*
311 and 312	Iron and steel industries: Total sales	132·1	132·5	136·0	136·6	136·1*	132·3	136·0	136·4	136·6	136·7	136·4	136·1	136·1*	136·1*
	Home market sales	137·1	137·2	141·6	142·1	142·0*	137·1	141·7	142·0	142·0	142·1	142·1	142·0	142·0*	142·0*
Order X	Textile industries other than clothing: Total sales	112·0	112·9	113·6	113·9	113·6*	111·8	113·7	114·3	113·9	114·2	113·6	113·6	113·6*	113·6*
	Home market sales	111·0	111·4	112·1	112·6	112·1*	111·1	112·1	112·4	112·6	112·7	112·6	112·3	112·1*	112·1*
Order XII	Clothing and footwear: Home market sales	116·3	117·3	118·9	119·0	120·2	116·6	118·7	119·4	119·8	120·0	120·0	120·1	120·1*	120·2*
Order XIV	Timber industries: Home market sales	123·5	124·3	125·0	125·6	125·8*	123·7	125·0	125·3	125·4	125·6	125·7	125·8	125·8*	125·7*
481 to 483	Paper industries: Home market sales	119·0	119·9	120·4	120·6	120·6*	119·4	120·5	120·4	120·5	120·5	120·6	120·6	120·6*	120·6*
Order XVI	New construction‡	136	139	140	140		136		140			140			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

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Salient Points from the Chairman's Statement:

- The profit before taxation for the year ended 30th September of £2,742,000 shows an improvement of £212,000 over the previous year, and is marginally higher than our previous record.
- Despite present uncertainties, I am quite sure that in the longer term there is a promising future for the company.
- Because we are so convinced of the soundness of our eventual future, we are seeking shareholders' approval for an increase in our authorised share capital. Our present capital and reserves do not provide us with an adequate margin to finance the increased business which we can look forward to when present restrictions are removed.
- The importance of our banking subsidiary, Mutual Finance, which handles the whole of our growing loan business in the United Kingdom, grows apace.
- We anticipate further growth in our important subsidiary—Mercantile Leasing.
- The remaining subsidiaries have continued to be active and have traded successfully in their respective areas.

EXTRACTS FROM FINANCIAL STATEMENT FOR YEAR ENDED 30th SEPTEMBER 1966

	1966	1965
Hire purchase and instalment debts less provisions.....	£98,835,000	£100,113,000
Loans and other debts less provisions.....	16,826,000	13,941,000
Equipment in hands of lessees, less depreciation.....	16,073,000	14,894,000
Unearned charges and interest.....	12,277,000	12,099,000
Profit before taxation.....	2,742,000	2,530,000
Taxation.....	761,000	670,000
Retained profit.....	487,000	789,000
Share capital and reserves.....	16,320,000	15,827,000
Ordinary dividend	20%	20%

WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965	1966			
	Dec.	June	Oct.	Nov.	Dec.
Coal†	158·5	169·4	169·6	174·4*	174·4*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·8	110·8	110·8
Flour	117·3	119·4	120·5	120·5	120·5*
Sugar, refined	113·1	108·3	110·3	108·7	111·5*
Chocolate and sugar confectionery	110·8	111·6	113·3	113·3	113·3*
Beer	127·5	128·4	136·1	136·0*	136·0*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·6
Hard coke	177·0	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	122·7	131·5	131·5	131·5
Medium fuel oil (950 secs.)	138·9	138·9	140·8	140·8	140·8*
Lubricating oils and greases	130·0	130·0	131·3	131·3	131·3*
General chemicals	101·2	103·4	104·7	104·1*	104·1*
Pharmaceutical chemicals	62·7	57·8	57·7	57·6*	57·6*
Pharmaceutical preparations	101·7	102·5	103·2	103·2*	103·2*
Toilet preparations	142·5	147·4	148·7	148·7	148·7*
Paint for building and decorating	116·2	116·7	116·8	116·8*	116·8*
Soap	154·7	154·7	154·9	154·9	154·9*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·8	74·5	74·4	74·4*	74·4*
Steel sheets	135·2	137·9	137·9	137·9	137·9
Tinplate	127·2	131·7	130·5	130·5	130·5
Other steel goods (excluding tubes)	136·6	141·5	141·6	141·6*	141·6*
Steel tubes	144·2	151·3	151·7	151·7	151·7
Iron castings	150·9	155·5	156·1	156·1*	156·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·9	151·9	151·9	151·9
Rolled	136·3	142·2	142·2	142·2	142·2
Castings	144·1	152·8	152·8	152·8	152·8
Forgings	138·3	143·3	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	177·3	195·2	166·5	172·5	168·6
Photographic paper and films, etc.	126·1	126·4	125·7	125·7*	125·7*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·7	144·0	147·6	147·6	147·6
Gramophone records	138·5	146·5	146·5	146·5	146·5
Domestic electrical appliances	101·6	102·9	103·4	103·5*	103·5*
Perambulators, etc.	128·0	130·7	130·7	130·7*	130·7*
Tools and implements	152·1	156·2	156·4	156·8	156·9

	1965	1966			
	Dec.	June	Oct.	Nov.	Dec.
Cutlery	136·1	138·5	139·9	140·0	140·0
Cutlery (other than razors and razor blades)	140·3	147·8	150·8	151·2	151·2
Spoons and forks	157·8	165·8	168·2	168·2	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	162·6	169·4	171·2	171·2	171·2*
Domestic gas appliances	113·2	113·5	113·5	113·5	113·5
Cotton yarn	97·4	99·3	99·4	98·9	98·3
Spun rayon yarn	105·4	103·5	102·7	101·7	101·7*
Irish linen yarns (wetspun)	124·3	127·6	128·9	127·6	127·6*
Cotton cloth	107·0	107·3	107·3	106·9*	106·9*
Linen	135·8	137·2	137·3	137·3*	137·3*
Rayon and acetate fabric	120·8	121·0	121·9	121·9*	121·9*
Wool tops	84·4	83·1	77·1	75·6	75·6
Worsted yarns	95·9	99·3	96·2	95·5	95·3
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	101·7	103·7	102·8	102·3	102·2
Jute yarn	125·5	134·2	137·4	137·2	137·2
Jute piece-goods	129·1	141·9	147·6	147·6	147·6
Rope, twine and net	121·3	119·5	119·5	119·5	119·5*
Hosiery and other knitted goods	101·4	102·0	103·2	103·2*	103·2*
Carpets and rugs	127·9	130·9	131·7	131·7*	131·7*
Canvas goods and sacks	116·7	120·3	114·9	113·3	113·3*
Leather for footwear	118·7	132·3	128·5	128·5*	128·5*
Travel goods	128·9	136·8	136·9	136·9*	136·9*
Made-up clothing	116·1	118·5	119·2	119·2*	119·3*
Weatherproof outerwear	106·5	107·4	107·4	107·4*	107·4*
Men's and boys' tailored outerwear	118·0	120·6	121·5	121·5*	121·5*
Women's and girls' tailored outerwear	113·5	117·4	117·6	117·7*	117·7*
Women's and girls' light outerwear	113·9	115·7	116·8	116·8*	117·3*
Footwear (excluding rubber)	115·9	120·0	120·5	120·5*	120·6*
Refractory goods, including bricks	150·0	150·3	150·3	150·3	150·3
Non-refractory goods, including bricks	133·5	134·5	133·7	133·6*	133·6*
Building bricks, common, other than fletton, *ex works.*	140·5	141·6	141·4	141·4	141·4*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0*
Electrical porcelain	137·6	137·6	137·6	137·6	137·6
Domestic china and earthenware	150·8	157·8	161·7	161·7	161·7*
Glass (other than containers)	137·6	142·7	142·7	142·7	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7*

*Provisional figure. †This index is based on prices ruling on the last day of the month.

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Dec.	June	Oct.	Nov.	Dec.
Cement, delivered	131·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1*
Cast stone and cast concrete products	118·5	118·9	117·9	117·9*	117·9*
Home-grown hardwood	107·7	107·5	107·8	107·8*	107·8*
Domestic furniture	126·0	127·0	127 9	127·8*	127·8*
Bedding, etc.	118·5	121·3	120·6	120·6*	120·6*
Wooden boxes, packing cases, crates, etc.	127·3	129·3	130·4	130·7	130·7
Paper and board	115·1	115·4	115·4	115·4	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	122·0	123·0	123·5	123·6	123·4*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	123·3	123·3	123·3	123·3
Manufactured stationery	123·9	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	112·1	114·4	114·4	114·4	114·4*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	121·9	122·4	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4
Linoleum and felt base	142·0	151·4	151·4	151·4	151·4
Brushes and brooms	143·0	145·1	145·4	145·4*	145·4*
Toys and games	127·1	131·7	132·6	132·6*	132·6*
Sports equipment	139·4	144·5	144·5	144·5	144·5
Pens and pencils	115·7	116·0	116·2	116·2*	116·2*
Other stationers' goods	133·4	133·4	136·5	136·5	136·5
Plastic mouldings	106·2	106·8	106·9	107·0*	107·0*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	107·3	141·3	113·5	111·3	110·6*
Imported	114·9	154·5	125·0	126·6	126·6*
Native	96·0	121·4	96·1	88·4	86·6
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	221·4	247·4	186·0	189·9	177·2
Lead, ex-ship, wharf or warehouse†	113·3	97·5	88·0	83·8	94·4
Nickel, refined, delivered	131·9	131·9	131·9	137·5	144·1
Tin, ingot, min. 99·75 per cent, settlement price	195·1	177·5	169·4	167·3	168·1
Zinc, ex-ship, wharf or warehouse	140·4	125·9	128·3	133·6	132·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	105·4	102·6	102·6	101·1	105·3
Palm oil, c.i.f., in bulk	107·4	98·3	103·0	99·3	99·3
Whale oil, acid, soft, naked, ex-works	88·4	105·0	60·0	57·8	58·7
Pyrites, c.i.f., United Kingdom ports	64·1	72·3	69·6	69·6	69·3
Rubber, No. 1 R.S.S. one month future	102·5	98·8	92·2	92·7	90·5
Sulphur, crude (for acid making), c.i.f.	82·0	104·7	139·7	139·7	139·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·8	160·9	155·6	155·4	154·0*
Cotton, raw	70·0	68·9	64·4	64·7	65·5
Jute, raw, 'Export Firsts', c.i.f. Dundee	144·6	160·8	157·2	164·5	168·9
Jute, raw, 'Export Lightnings', c.i.f. Dundee	136·8	164·3	161·7	167·1	170·8
Silk, raw, delivered mill	145·7	150·1	188·3	180·3	182·8*
Sisal, East Africa No. 1 Grade, c.i.f. London	94·9	98·0	91·9	88·3	88·1
Wool, raw	84·2	87·1	80·3	79·1	79·1*
Crossbred, medium and coarse, c.i.f. U.K.	90·7	89·7	84·5	83·6	83·6*
Crossbred, fine, c.i.f. U.K.	86·2	90·7	84·2	83·8	83·8*
Merino, c.i.f. U.K.	76·9	83·6	76·5	75·2	75·2*
Timber:					
Imported hardwood (ex-yard or wharf)	115·6	117·6	118·2	118·2*	118·2*
Imported plywood (delivered to consumers)	116·3	116·5	116·9	116·6	112·4
Imported softwood (delivered to consumers)	118·4	119·2	118·9	118·4	118·3
Woodpulp, imported	101·0	100·8	100·7	100·6	100·6

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25, 1966.

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WHOLESALE PRICE INDEX NUMBERS 1954 = 100

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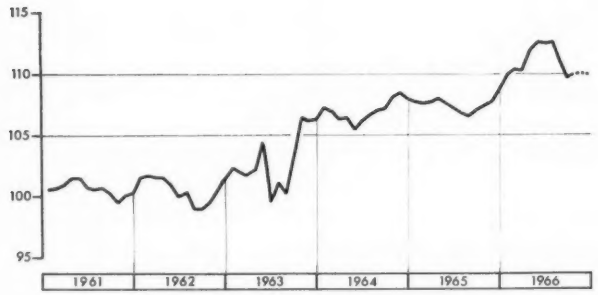

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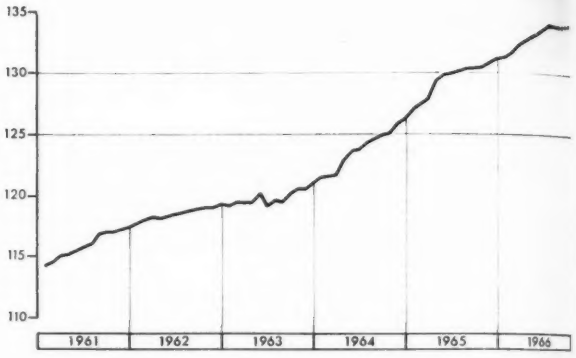

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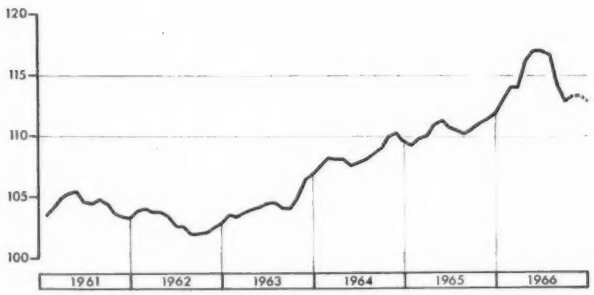

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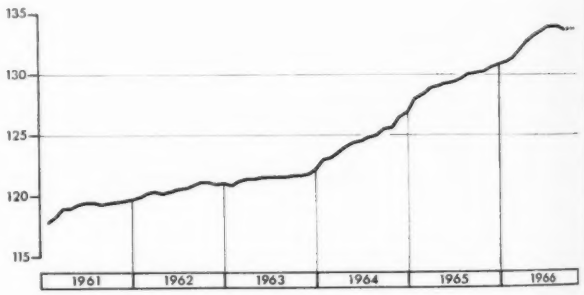

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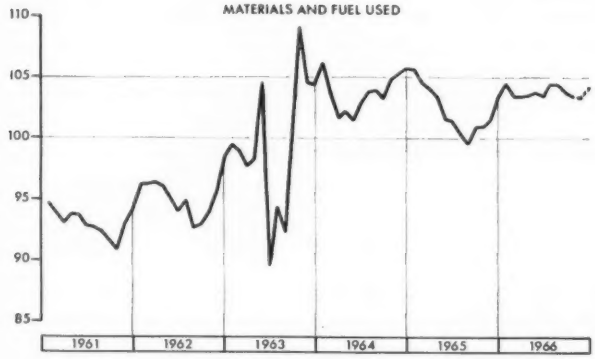

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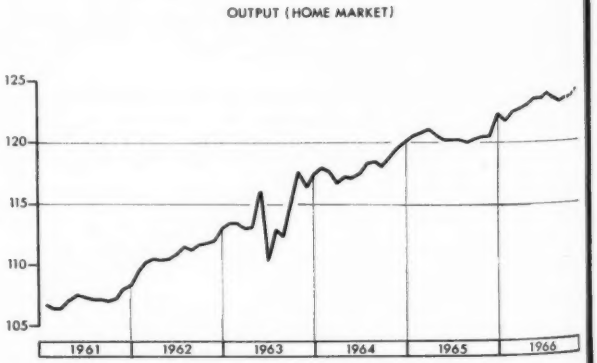

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Retail sales in November

RETAIL SALES, in volume terms and after allowing for normal seasonal influences, were 1 per cent lower in the three months ended November 1966 than in the preceding period of three months. This was much the same decrease as that for the three month period ended October when compared with its preceding period. These comparisons indicate a continuation of the downward movement in the volume of sales which began in the summer of 1966.

There has not, since the summer, been much change in the volume of sales by food shops which have been maintained at about their average level in the second quarter of the year. The decline in total sales has come entirely from falling sales in the non-food sector. For this sector as a whole the volume of sales in the three months September, October and November was 2-3 per cent lower than in the immediately preceding period of three months. Among the kinds of business in this sector it has been the fall in sales of durable goods shops, affected by the measures taken at the end of July 1966, which has contributed most to this decline; but some contribution has also come from a slight decrease in the sales of clothing and footwear shops.

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 3rd quarter	121	119	123	118	121	126
4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
1965 October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 3rd quarter	108	104	111
4th qua rter	109	105	112
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	112
1965 October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	108	106	110
October	108	106	109
November	109	106	111

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

For November itself the seasonally adjusted index of the volume of sales at 109 was 1 point higher than in October, a change due to the rise of 2 points (from 109 to 111) in the index for the sales of non-food shops. This month-to-month change could be due to random factors – the monthly series tends to move irregularly at times – and too much importance should not be put on the figures for November by themselves.

Clothing and footwear shops

For the three months September, October and November taken together the sales of clothing and footwear shops, in value terms and on a seasonally adjusted basis, were 3 per cent lower than in the immediately previous period of three months. This comparison does suggest some weakness in sales of these shops but the series is particularly volatile as is shown by the large rise in the seasonally adjusted index from 116 in October to 123 in November.

Sales by clothing and footwear shops in November were 1 per cent lower than in November 1965, but sales in November 1965 were thought to have been abnormally high. Taking October and November together gives an increase in the value of sales of about 2 per cent. This may represent some slight fall in the volume of sales since prices of clothing and footwear were about 3 per cent higher.

Durable goods shops

Sales of durable goods shops, by value and allowing for normal seasonal influences, were about 4 per cent lower in the three months September, October and November than in the previous period of three months. Compared with a year earlier the total sales of durable goods shops by value were also about 4 per cent lower, a decrease in line with those of recent months. Among the kinds of business in this group of shops, furniture shops repeated their October experience with a large decrease (multiple furniture retailers showed a fall of 18 per cent) while specialist rental firms continued to show modest increases in their turnover as compared with a year earlier.

Prices of durable goods were, on average, about 3 per cent higher than in November 1965.

(*Text continued on page* 86)

Table 2. Analysis by form of organization

November – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	132	+2	121	+1	151	+3	111	–3
FOOD SHOPS (h)	126	+4	120	+3	157	+8	106	–2
Grocers	129	+4(f)	119	+2	170	+10	104	–2(f)
Butchers	119	+2	..	..	..	..	..	..
Greengrocers, fruiterers	100	+7	101	+7	98	+7	81	+3
Fishmongers, poulterers	121	+1	..	..	..	..	..	..
Bread and flour confectioners	134	+4(g)	129	+3	141	+5	..	..
Off-licences	151	+7	149	+8	152	+6	..	..
Dairymen	136	+2	..	..	..	..	121	Nil
NON-FOOD SHOPS	137	Nil	..	..	..	..	..	..
Clothing and footwear shops	130	–1	117	–3	144	+1	131	–5
Footwear shops	123	–4	124	–6	123	–4	122	–5
Men's and boys' wear shops	129	–1	113	–5	144	+2	124	–7
Women's, girls' and infants' wear, drapery and general clothing shops	133	Nil	117	–2	153	+3	135	–3
Large (c)	—		129	Nil	—		—	
Medium (c)	—		121	–1	—		—	
Small (c)	—		113	–3	—		—	
Durable goods shops	131	–4	118	–3	154	–5	128	–8
Furniture shops	123	–8	123	–5	124	–18	—	
Large (c)	—		120	–5	—		—	
Medium and small (c)	—		125	–4	—		—	
Other durable goods shops	137	Nil	111	Nil	166	–1	—	
Radio and electrical goods, etc., shops (e)	124	Nil	111	Nil	151	Nil	—	
of which:								
Rental specialists	..		..		182	+6	—	
Electricity showrooms	137	Nil	—		137	Nil	—	
Gas showrooms	236	–3	—		236	–3	—	
Miscellaneous non-food shops (b)	132	+2	..	..	..	..	..	..
Confectioners, tobacconists, newsagents	132	+4	129	+3	152	+6	—	
Booksellers, stationers	..		174	+8	..		—	
Chemists, photographic goods dealers (d)	124	+2	106	+1	148	+3	121	Nil
Jewellers	123	–1	122	–1	129	–3	—	
Leather goods, sports goods, toys and fancy goods shops	130	+4	..	..	..	..	—	
Ironmongers and hardware shops	122	Nil	122	+1	124	–2	—	
Other miscellaneous non-food shops	—		117	+5	—		—	
Department stores	137	–2	—		—		—	
Mail order businesses	257	+6	—		—		—	

Table 3 – Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops: Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+5	109	+5	107	+4	108	+5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year to date†	121	+4	106	+1	122	+5	104	+2	120	+4	107	+1	113	+2	118	Nil	122	+5	113	+2	179	+11
1965 4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	108	Nil	114	+1	117	—1	126	+5	114	+1	160	+ 8
1966 July	125	+5	109	+2	123	+5	104	+2	127	+4	113	+2	121	+3	126	+4	128	+6	134	+2	148	+ 6
August	121	+4	104	+1	123	+5	105	+2	118	+4	104	+1	110	+3	112	—1	128	+5	99	+4	148	+14
September	120	+2	104	Nil	120	+4	102	+1	120	Nil	107	—1	111	—2	114	—4	123	+4	111	—2	179	+ 6
October	126	+3	109	Nil	123	+4	105	+1	129	+2	113	—1	121	+3	127	—4	126	+4	123	Nil	221	+ 8
November	132	+2	115	—1	126	+4	107	+1	137	Nil	121	—3	130	—1	131	—4	132	+2	137	—2	257	+ 6

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops: Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Clothing and footwear shops: Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1963 Year	107	+3	103	+2	100	—2	108	+5	113	+6	114	+ 6	110	+5	106	+4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year to date†	123	+5	114	+3	113	+6	120	+1	130	+4	126	+9	132	+5	111	+2	114	+3	113	+2
1965 4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+1
1966 July	122	+6	112	+3	125	+6	118	Nil	132	+3	133	+15	133	+6	117	+1	124	+3	120	+4
August	125	+5	111	+4	122	+5	120	+1	133	+4	122	+6	130	+3	106	+3	115	+4	109	+3
September	121	+4	113	+2	101	+5	114	Nil	130	+3	126	+ 8	130	+1	114	—2	106	—1	112	—2
October	125	+4	116	+3	97	+6	121	—2	134	+2	135	+ 7	134	+2	123	+8	112	+2	123	+2
November	129	+4	119	+2	100	+7	121	+1	134	+4	151	+7	136	+2	123	—4	129	—1	133	Nil

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)		Other durable goods shops: Total (£476)		Radio and electrical goods, etc., shops (*e*) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1963 Year	103	+2	114	+9	110	+7	118	+ 9	137	+19	107	+4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4		
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	125	+3	116	+2	124	— 3	195	+18	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year to date†	114	—1	122	+1	114	+3	117	— 5	189	— 4	126	+7	134	+ 9	120	+6	114	+ 4	113	+ 6	116	+4	118	+3
1965 4th quarter	135	+4	144	+2	136	+3	137	— 9	212	+ 6	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	115	+3	108	+4	113	— 4	173	— 1	125	+7	121	+ 9	121	+6	103	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	121	Nil	112	+2	117	Nil	190	— 6	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
1966 July	127	+2	126	+5	117	+5	126	+ 9	190	+ 4	132	+7	127	+ 7	135	+8	128	+ 5	125	+ 5	117	+4	114	+3
August	108	—1	117	—1	109	Nil	108	— 3	187	— 4	132	+5	131	+11	134	+3	126	+ 4	140	+ 4	118	+5	109	+6
September	108	—4	120	—3	111	+1	116	— 5	192	—14	128	+5	136	+10	120	+6	122	+ 3	134	+ 9	116	+5	116	+5
October	121	—6	135	—2	123	—2	137	— 2	228	— 1	128	+4	148	+ 5	120	+3	120	+ 2	115	+ 5	121	+ 5	119	+1
November	123	— 8	137	Nil	124	Nil	137	Nil	236	— 3	132	+4	174	+ 8	124	+2	123	— 1	130	+ 4	122	Nil	117	+5

*Average 1961 prices. †January-November. ‡Independent retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1966 sales was the four weeks from October 30, 1966, to November 26, 1966, the corresponding period in 1965 was from October 31, 1965, to November 27, 1965. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

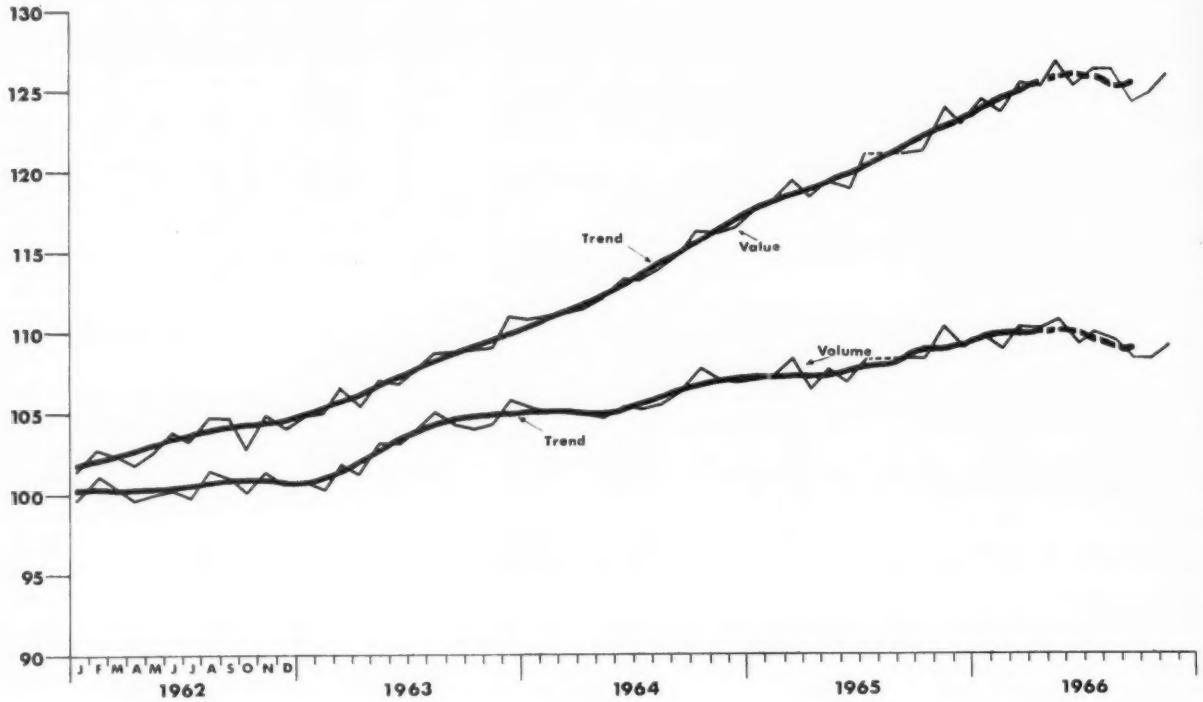
(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

(*Continued from page* 84)

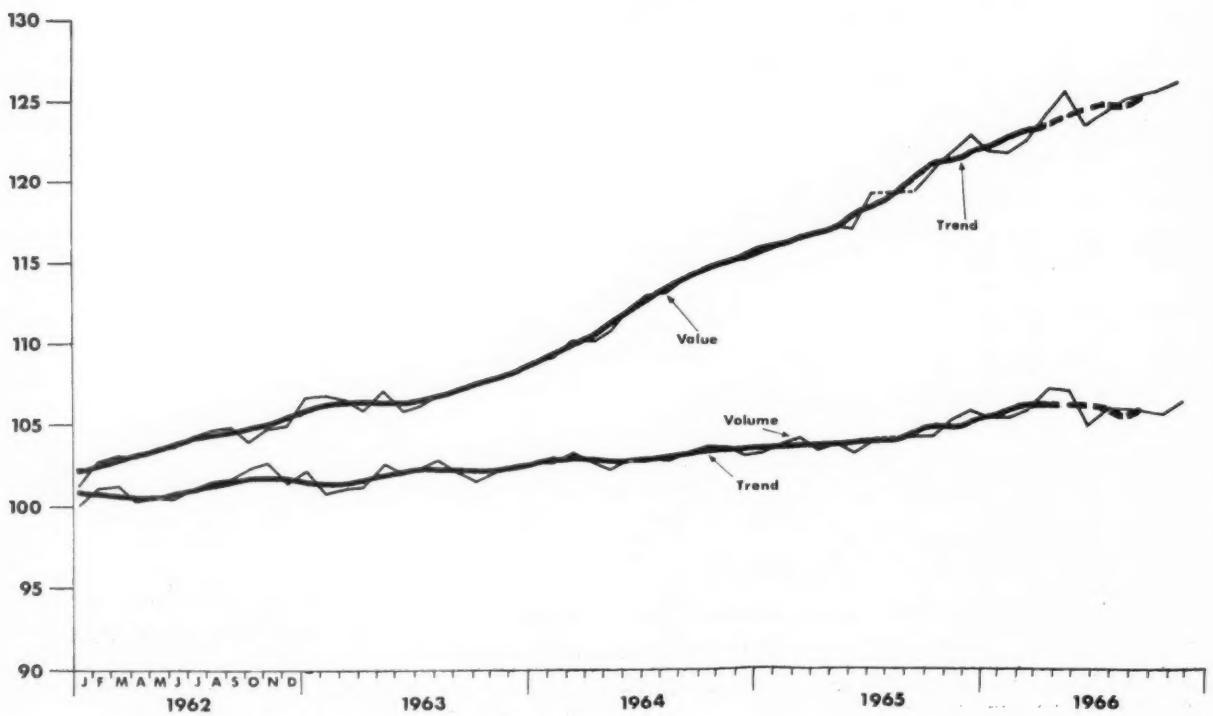
Other non-food shops

On a seasonally adjusted basis the value of sales of this group of shops was about 1 per cent lower in the three months ended November than in the immediately preceding period. Before seasonal adjustment, sales in November of mail-order houses were 6 per cent higher than in November 1965, an increase about the same as for the two preceding months but somewhat less than the increases being recorded up to the middle of 1966. Department

All kinds of Business

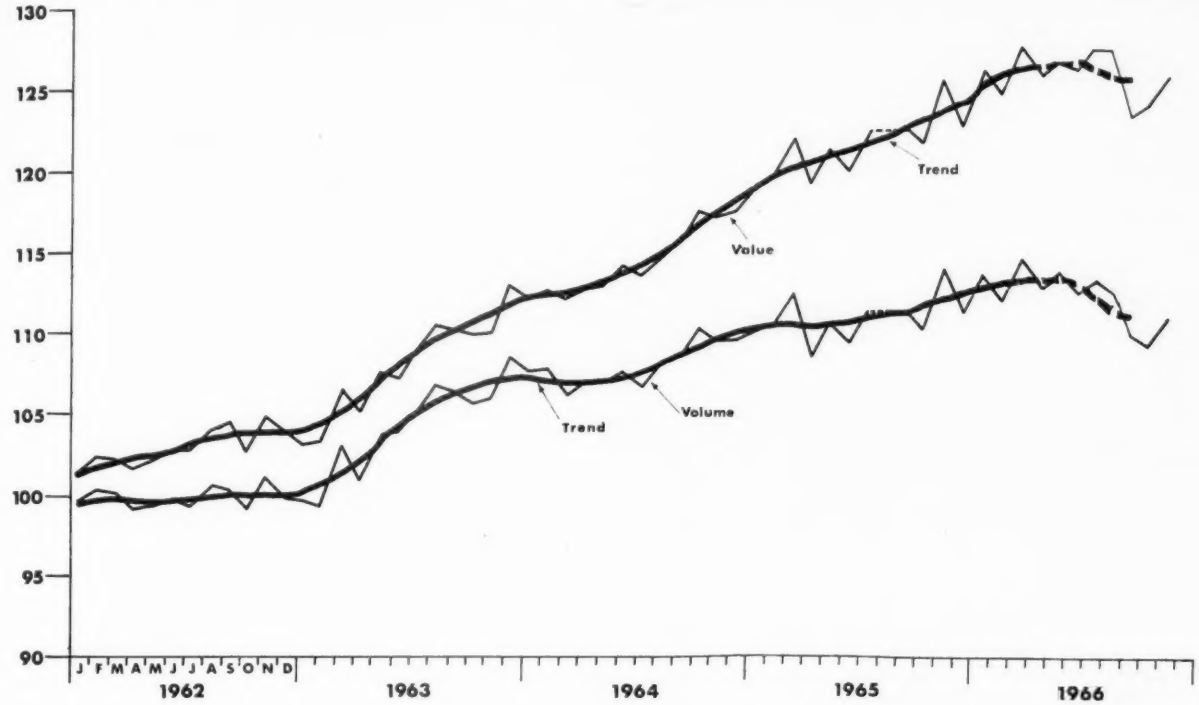


Food Shops

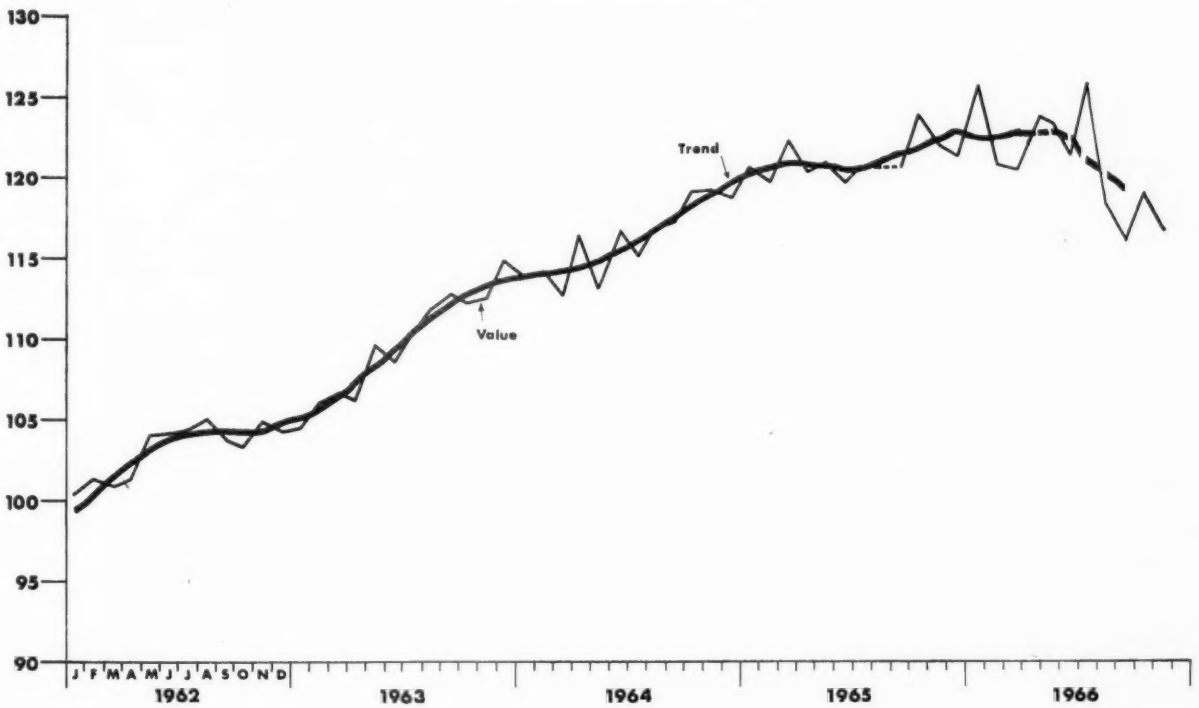


store sales were 2 per cent lower than in November 1965; for these stores the changes on a year earlier have, during 1966, tended to decline from 5 per cent in the first quarter to 1 per cent in the third quarter, and the October and November figures point to a decrease for the fourth quarter of 1966, dependent, of course, on the strength of December trade.

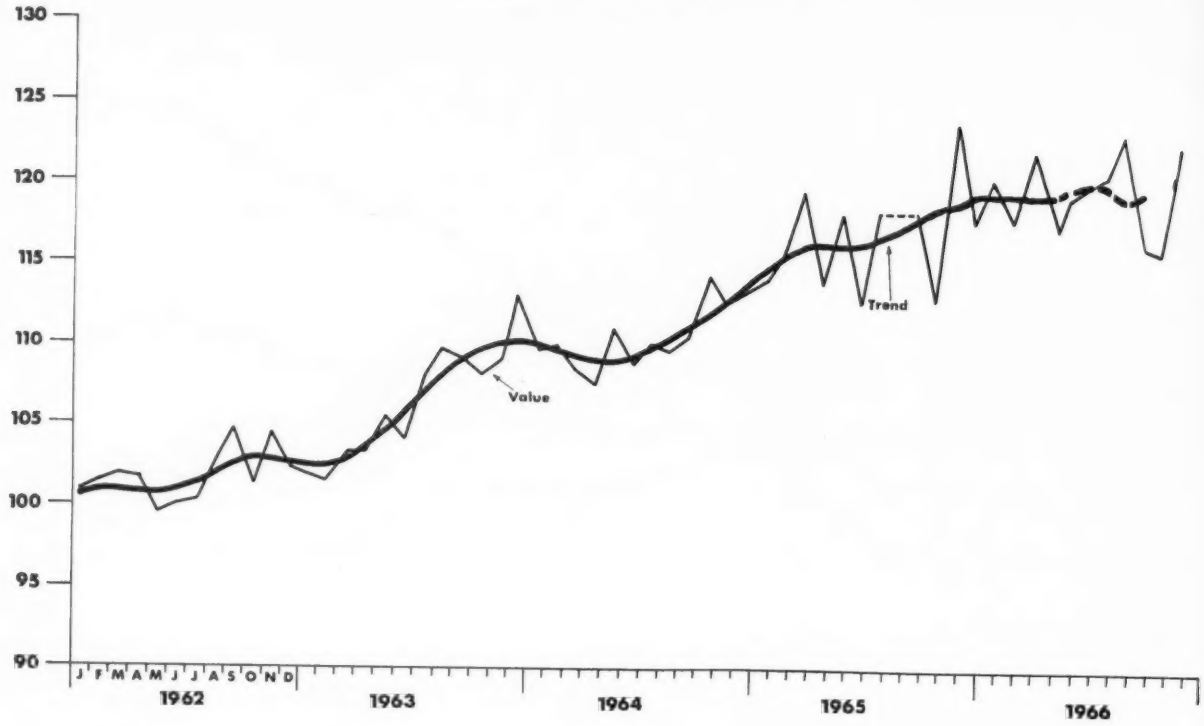
Non-Food Shops



Durable Goods Shops



Clothing & Footwear Shops



Other Non-Food Shops

Hire purchase and other instalment credit business in November

IN NOVEMBER the new business of finance houses and the credit sales of durable goods shops continued, after allowing for seasonal influences, at the lower level to which they had fallen after the July measures. In the fourth months August to November 1966 new credit advanced by finance houses, after allowing for seasonal factors, was about a third below its average level in the period up to July while hire purchase and other credit instalment business of shops was reduced by about 15 per cent. As a result of this decline in new credit the hire purchase debt has fallen; in November the debt due to finance houses and durable goods shops, including department stores, fell by £22 million thus bringing the total fall since the tightening of the hire purchase restrictions in July to just over £100 million.

Finance houses

New credit extended by finance houses during November was 29 per cent lower than in November 1965 and showed little change from the level obtaining since August. The fall in the debt owed to finance houses of £21 million during the month mainly reflected the lower levels at which new credit has been running since July.

Durable goods shops

Instalment credit sales by durable goods shops in November were 28 per cent lower than in November 1965; the seasonal increase in credit sales was smaller than in recent years. This experience was common to all types of durable goods shops. The debt outstanding to durable goods shops was affected by the rise in the credit sales of these shops in November, and so showed little change from the level at the end of October.

Other instalment credit retailers

General mail order houses showed a smaller increase in sales compared with the corresponding period a year ago than was experienced in the early months of 1966 and it now appears that the increases compared with year earlier figures have now settled down at a lower level since the midde of the year. The remainder of this group of shops continued to show smaller decreases on year earlier figures than the durable goods shops. The debt of this group of shops, largely influenced by mail order houses, increased during the month by £10 million.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	71	220	291	237	+54	+30
3rd Qtr.	73	176	249	239	+10	+ 8
4th Qtr.	91	146	237	244	— 7	— 1
1966 1st Qtr.	63	182	245	256	—11	+ 8
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—51

(a) Durable goods shops and department stores; not including other instalment credit retailers.

*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	...	...	...	...	...	...	...	...	...	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	
Other instalment credit retailers*	1964	...	...	...	...	...	...	...	...	...	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	
Grand Total	1964	...	...	...	...	...	...	...	...	...	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)						Furniture Shops						Other Durable Goods Shop							
	Total		Independents		Multiples		Co-operative Societies		Total (excluding Co-operative Societies)		Multiples		Independents		Total (excluding Co-operative Societies)		Radio and electrical, etc., goods shops (c)			
																	Total		Multiples	
	(£303)		(£110)		(£161)		(£32)		(£128)		(£62)		(£65)		(£143) (b)		(£82)		(£37)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15
1965 Year	112	— 5	101	Nil	117	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20
1965 1st quarter	106	Nil	98	+ 5	110	— 4	113	+ 4	97	+ 5	92	— 3	102	+14	113	— 5	93	—21	93	—33
2nd quarter	104	— 2	90	+ 1	112	— 5	111	+ 2	101	+ 4	105	— 1	96	+11	106	— 8	89	—15	97	—18
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+ 3	108	— 1	105	+ 7	106	—11	86	—12	91	—14
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	— 1	136	— 5	130	+ 4	129	— 8	115	— 6	120	— 6
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13
1965 January	107	— 2	108	+ 7	104	— 8	113	+ 2	103	+ 8	90	— 8	115	+24	109	— 9	95	—25	90	—37
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+ 4	98	+ 2	94	+ 6	110	— 9	90	—24	89	—37
March (a)	108	+ 4	95	+ 7	115	+ 1	119	+10	93	+ 4	88	— 3	98	+12	119	+ 2	94	—14	98	—25
April	105	Nil	94	+ 4	112	— 2	106	— 4	100	+ 4	102	— 4	98	+13	109	— 3	93	—15	99	—20
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+ 6	107	+ 4	95	+ 8	111	— 2	94	—10	104	— 9
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+ 3	106	— 4	96	+11	100	—17	81	—19	90	—22
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+ 4	111	— 2	110	+10	102	—11	83	—17	91	—19
August	101	— 6	87	— 4	109	— 7	105	— 8	101	+ 4	105	+ 3	96	+ 4	100	—13	78	—18	84	—19
September (a)	111	— 5	100	+ 3	118	— 8	112	— 8	108	+ 2	109	— 3	107	+ 6	114	— 9	94	— 3	98	— 5
October	126	— 3	116	+ 8	133	— 7	128	— 8	123	— 2	122	—13	123	+12	130	— 2	109	+ 2	113	+ 3
November	135	— 1	124	+ 5	142	— 5	143	— 5	134	+ 4	137	Nil	131	+ 8	135	— 5	115	— 2	117	— 5
December (a)	131	—10	125	+ 9	135	—11	131	— 4	139	— 4	146	— 4	134	— 5	123	—15	119	—14	128	—12
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f)
	Department Stores		Other General Stores (e)		General Mail Order Houses		Co-operative Societies non-durable goods departments		
	(£54)		(£72)		(£201)		(£43)		(£673)
1963 Year	105	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189	..	219	..	132	..	164	..
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	—6
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	—9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	—7
November	117	—12	175	— 5	257	+ 6	119	—3	156	—9

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores general mail order houses and co-operative societies (non-durable goods departments).

BROOK ELECTRIC MOTORS
NEMA 1964 RERATE MOTORS ?
CANADIAN STANDARD MOTORS ?
ASK BROOK
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Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+14	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	Nil	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, January 6, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 32:					
Taking the Waters	Br/E 31987	9	January 3	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
End of a Polish March	Br/E 31988	9	January 3	" "	" "
Mining Review No. 5 – 20th Year	Br/E 31989	10	January 3	Data Film Distributors Ltd.	National Coal Board
Trouble with Junia	Br/E 31990	18	January 3	Saxon Film Co. Ltd.	Barbara Woodhouse
Fish and Milligan	Br/E 31992	20	January 6	New Realm Pictures Ltd.	Clarens Films Ltd.
The Family Way	Br/E 31993	116	January 6	British Lion Films Ltd.	Janbox Ltd.
Walk a Tightrope	Br/E 31994	78	January 6	" "	Parroch-McCallum Productions Ltd.
Movietone News 1960	Br/E 31864	7	January 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1960A	Br/E 31865	12	January 6	" "	" "
Pathe News 67-1	Br/E 31930	7	January 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-2	Br/E 31931	8	January 6	" "	" "
FOREIGN					
Sex in the Grass	F 31991	77	January 6	New Realm Pictures Ltd.	Intercontinental-Film, Vienna.

AMENDMENTS TO THE REGISTER
The playing time of the film 'Promise Her Anything' (Br/E 31804) registered on November 21, 1966, has been amended to 82 minutes.
The playing time of the film 'Seconds' (F 31773) registered on November 9, 1966, has been amended to 100 minutes.

Government Publications

required by customers in Wales may be obtained quickly from

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Turnover of the catering trades, laundries, dry cleaners and hairdressers in November

THE TURNOVER of the catering, laundry, dry cleaning and hairdressing trades for November continued to show increases when compared with a year ago. The catering trades, which normally experience a slackening in trade at this time of the year owing to seasonal influences, and also the hairdressing trades, recorded increases in turnover below the average for the year while for laundries and dry cleaners the increase in total turnover was a little above average.

Catering trades

The turnover of the catering trades in November showed an increase of 5 per cent over the same period a year ago. This increase is in line with the slightly lower rate of growth which has been maintained by the catering trades in the second half of the year. Public houses with an increase in turnover of 6 per cent in November compared with a year ago, and restaurants, cafes and fish and chip shops (+5 per cent) showed a higher rate of increase than hotels and holiday camps (+4 per cent). The turnover of canteens was high during the month, but was 1 per cent below the level achieved in November 1965.

Laundries and dry cleaners

The total turnover of laundries and dry cleaners in November was 5 per cent higher than a year ago compared with 4 per cent in October and an average of 3 per cent in the third quarter of the

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	103
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111(b)	95	114	128		91	94	99	109	110	121	130	130	125	108	100	
	1965	+6	+5	+7	+4	+7	+3	+8	+4	+11	+2	+8	+3	+4	+5	+9	+5	+6
	1966	+6(c)	+7	+6	+5		+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	113(b)	76	117	157		71	73	83	96	111	140	165	166	143	110	83	
	1965	+6	+5	+7	+5	+7	+4	+9	+3	+13	Nil	+8	+6	+4	+3	+8	+6	+7
	1966	+5(c)	+6	+4	+6		+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	
Restaurants, cafes etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	112(b)	97	110	132		93	98	99	107	106	117	133	134	131	106	100	
	1965	+6	+6	+6	+5	+7	+6	+7	+4	+8	+1	+8	+4	+6	+5	+9	+5	+7
	1966	+5(c)	+6	+5	+4		+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	111(b)	98	116	122		94	96	102	114	112	120	123	123	120	109	103	
	1965	+6	+4	+8	+4	+7	+1	+9	+3	+13	+2	+10	+2	+4	+6	+9	+4	+6
	1966	+7(c)	+9	+8	+6		+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	
Canteens (d) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106(b)	110	105	98		107	111	113	104	110	103	95	93	104	110	115	
	1965	+4	+9	+3	+2	+4	+8	+8	+10	Nil	+8	+1	+2	+4	+1	+2	+5	+5
	1966	+2(c)	+4	+2	+2		+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The November 1966 period was the four weeks from October 30, 1966 to November 26, 1966; the November 1965 period was from October 31, 1965 to November 27, 1965.
(b) Index number for period January to November, 1966.
(c) Percentage change for period January to November, 1966, compared with corresponding period of 1965.
(d) Includes catering contractors; outside catering contractors are included with restaurants, cafes, etc.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	127(b)	121	128	128		112	122	127	121	135	129	131	125	127	134	128	
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4(c)	+6	+3	+3		+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	124(b)	121	124	123		116	122	123	118	129	126	128	121	122	129	126	
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3(c)	+4	+3	+2		+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	132(b)	121	135	135		106	121	134	127	144	134	137	133	136	141	131	
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+6(c)	+9	+4	+4		+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table 1.

year. The turnover of dry cleaners rose by 6 per cent in November, while laundries showed a 4 per cent increase.

Hairdressers

In November the total turnover of all hairdressers was 2 per cent higher than in the corresponding period a year earlier. The turnover of men's hairdressers and men's hairdresser/tobacconists rose by 4 per cent and that of women's hairdressers by 2 per cent. This continues the modest but steady rate of growth shown over earlier months of the year.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	114(b)	110	116	118		105	108	114	115	118	114	120	118	116	115	113	
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3(c)	+4	+2	+3		+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	118(b)	112	117	124		114	110	112	114	117	120	126	124	123	122	118	
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4(c)	+3	+4	+5		+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	113(b)	109	115	116		102	107	115	115	118	113	118	117	113	113	112	
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2(c)	+4	+1	+3		+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table 1.

Gold and convertible currency reserves

BEFORE ALLOWING for end-year service on the North American loans, but after some further repayment of short-term Central Bank facilities, the reserves increased by £4 million in December. Long-term debt service amounted to £69 million. The net result was a decline of £65 million in the reserves, which stood at £1,107 million at the end of the month.

Retailers' stocks in November

STOCKS HELD BY retailers at the end of November were 6 per cent higher than at the corresponding date in 1965, the same increase as the average over the last 12 months.

In volume terms, retailers' stocks were 3 per cent higher at the end of November than a year earlier, compared with an increase of 4 per cent in October and an average increase of 4 per cent over the first nine months of the year.

The index numbers and percentage changes on a year earlier have been revised to bring these series into agreement with the estimates of retailers' stocks obtained as part of the 1965 inquiry into the distributive and service trades, the results of which were published in the *Board of Trade Journal* of December 30, 1966.

Estimate of changes in retailers' stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	December 5, 1966	
884,539	The De Havilland Aircraft Company Limited	Improved pipe joint.
967,911	Etablissements F. Potain & Cie	Raising devices for tower cranes.
972,417	Etablissements F. Potain & Cie	Folding tower cranes.
978,085	Canada Packers Limited	Edible oils from tall oil fatty acids.
999,790	Regie Nationale des Usines Renault	Hydraulic suspension systems with automatic level corrector responsive to the vehicle load.
100,294	Universale Industriesfenbau-Gesellschaft m.b.H.	Roller hearth annealing furnace.
1,011,095	Regie Nationale des Usines Renault	A device for regulating the level and/or trim of a vehicle.
	December 6, 1966	
712,846	Phrix-Werke Aktiengesellschaft	Production of viscose for the manufacture of artificial fibres.
926,590	Compagnie Generale d'Electricite	Electric cables.
978,643	Langen, Viktor	Pressure reservoir.
1,020,952	Baylac, Marcel	Turbo-alternators.
1,025,818	Societe des Forges et Ateliers du Creusot	High-pressure gas-accumulator transmitting pressure via a liquid.
1,028,691	Societe d'Optique et de Mecanique de Haute Precision	Optical system of variable focal length.
	December 12, 1966	
838,034	Scovill Manufacturing Company	Buckle threading apparatus.
883,312	Gevaert Photo-Productien N.V.	Production of linear aromatic.
888,631	The Upjohn Company	Oral therapeutic compositions comprising steroids.
936,768	Brown, Boveri & Company Limited	Measuring apparatus.
937,552	Nobel-Bozel	Electric firing devices for explosive charges.
953,159	Wiseman, Katie	Mattresses.
953,997	A.E.C. Societie de Chimie Organique et Biologique	Therapeutic compositions containing B-alanine.
964,007	Gevaert Photo-Producten N.V.	Apparatus for erasing magnetic recordings.
966,728	Moody Richard James Bycroft	A warning device for use by road users.
995,023	Hofmann Dionys-Gebrüder Hofmann K.G.	Apparatus for testing dynamic balancing machines.
1,031,298	Gevaert Photo-Prod ucten N.V.	Processing of photographic silver halide film.
1,037,005	Spear & Jackson Limited	Handles for garden forks and spades and like implements.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents, may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for November 1966

Unit value index numbers of imports and exports (Table 1)

IN NOVEMBER the import unit value index was 109, one point higher than in October but the same level as during each of the months of the third quarter of the year. The export unit value index at 113 maintained the same level as during each of the previous five months. The terms of trade in November fell by one point from the October level to 104, the same as during the third quarter of the year.

The increase in the import unit value index mainly resulted from a rise of 2½ per cent in the index for manufactured goods due to an increase in the average value of imported copper. The index for food, beverages and tobacco also showed a small increase in November reflecting higher average values for imported tobacco and fruit. These increases were offset to some extent by falls of 1 per cent in the unit value index for basic materials and half of one per cent in the index for fuels.

There is no change in the overall export unit value index. A marginal increase in the index for manufactured goods was offset by a fall of 1½ per cent in the non-manufactured goods index. Within the manufactured goods class there were rises of 1 per cent in the other manufactured goods and chemical indices; the textiles and machinery and transport equipment indices also recorded marginal increases. These increases were partly offset by a fall of nearly 1½ per cent in the metals index.

Volume of imports and exports (Table 2)

In November the pattern of the volume of overseas trade followed fairly closely that of the value; the volume of exports was exceptionally high and the volume of imports very low, thus adding weight to the suggestion that exports are now at a higher level than earlier in the year and that imports were affected by the impending removal of the import charge at the end of November and probably also by the Government's economic measures.

Commonwealth and Sterling Area Trade

86th STATISTICAL ABSTRACT

The latest edition of this annual publication summarizes the external trade of the Commonwealth and sterling area up to the end of 1965. The Abstract also contains tables on prices, production and consumption of selected commodities which are important in the exports of Commonwealth and sterling area countries, and on their population and balance of payments.

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Following a visit to Europe by Mr. E. Lazenby, managing director, Platt Brothers & Co. Ltd. announce a bid to increase overseas sales by the development of business in Platt-Stearns electro-magnetic clutches and brakes in the European Economic Community. Mr. Lazenby is seen here (seated, left) signing a sales agreement between the company and Eugene Schmidt & Co. Ltd. Signing with him is Mr. Eugene Schmidt. Standing, from left to right, are Mr. Y. Van Delft, Eugene Schmidt & Co. Ltd.; Mr. K. Johnston, Platt-Stearns division of Platt Brothers; and Mr. H. Strong, Platt Brothers.

In November the volume of imports fell sharply and the seasonally adjusted index was 108. This, combined with the already depressed figures for September and October, resulted in an index for the three months of 116, compared with one of 125 for the first eight months of the year. Most of the fall in the volume of imports in the three months September to November was experienced in manufactured goods; the majority of these goods were subject to the temporary import charge and the fall was most marked in November prior to the abolition of the charge. Imports of all the other groups of commodities except fuel also fell to some extent.

During the first 11 months of 1966 the volume of imports was 2½ per cent higher than during the same period of 1965. The corresponding increase in value terms was 3½ per cent due in large measure to higher copper prices. A large part of the volume increase recorded during the first 11 months of 1966 was in manufactured goods which rose by 5½ per cent. A large increase was recorded in imports of fully manufactured goods and a moderate increase in semi-manufactures. Imports of fuel also rose sharply in volume over the 11 months period, but against these rises there was a fall in the volume of basic materials and little change in imports of food, drink and tobacco.

The volume of exports in November was at a record index of 131, higher than the level reached in August following the disruption to trade caused by the seamen's strike. During the first 11 months of 1966 there was an increase in the volume of exports of 4 per cent compared with the corresponding period of 1965, although with higher prices of some manufactured goods the increase in value over the same period was 7 per cent. All of the main categories of exports of both manufactures and non-manufactures showed some increase during the first 11 months of 1966 when compared with same period of 1965, but some commodities within the semi-manufactures group continued to decline, notably exports of textiles and metals which fell by 6 and 5 per cent in volume respectively. Manufactures as a whole increased in volume by 4 per cent. There was also a substantial increase in the period in the volume of exports of food, drink and tobacco, but these account for only a small proportion of total exports.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

United Kingdom import and export unit value index numbers

(1961 = 100)

TABLE 1

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	100	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	101	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	104	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
1964 November	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November	109	114	101	83	117	113	102	115	107	111	118	116	115	104

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2

(1961 = 100)

	Imports					Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	108	142	137	117	121	116	130	104	109	114	128
Unadjusted:													
1964 4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
1965 November	124	116	104	142	139	132	143	131	140	107	118	131	148
December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
Seasonally adjusted													
1964 4th quarter	*119*	*103*	*110*	*132*	*134*	*113*	*119*	*113*	*130*	*107*	*102*	*109*	*125*
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*104*	*106*	*153*	*149*	*122*	*132*	*121*	*131*	*97*	*102*	*120*	*142*
2nd quarter	*122*	*99*	*99*	*149*	*149*	*114*	*124*	*113*	*130*	*93*	*98*	*112*	*127*
3rd quarter	*126*	*105*	*109*	*153*	*150*	*122*	*121*	*121*	*139*	*98*	*103*	*121*	*136*
1965 November	*124*	*113*	*104*	*145*	*139*	*122*	*124*	*123*	*134*	*99*	*107*	*125*	*133*
December	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*126*	*147*
March	*124*	*100*	*108*	*150*	*148*	*121*	*135*	*120*	*128*	*93*	*95*	*124*	*136*
April	*123*	*98*	*100*	*155*	*152*	*120*	*131*	*119*	*133*	*100*	*103*	*116*	*146*
May	*127*	*103*	*102*	*160*	*154*	*122*	*132*	*121*	*140*	*94*	*104*	*126*	*120*
June	*114*	*94*	*95*	*133*	*140*	*100*	*109*	*99*	*118*	*84*	*87*	*95*	*116*
July	*129*	*104*	*110*	*153*	*157*	*116*	*121*	*115*	*128*	*99*	*100*	*113*	*132*
August	*129*	*111*	*112*	*157*	*150*	*126*	*115*	*127*	*146*	*102*	*103*	*130*	*141*
September	*121*	*101*	*104*	*150*	*143*	*124*	*128*	*122*	*143*	*92*	*107*	*122*	*136*
October	*118*	*102*	*102*	*155*	*133*	*128*	*125*	*128*	*150*	*106*	*114*	*124*	*150*
November	*108*	*100*	*98*	*159*	*106*	*131*	*137*	*129*	*158*	*106*	*113*	*129*	*139*

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on November 4, 1966)

The next full supplement will be published on March 3.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE—SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE — 1967

DELETE:

Berlin: FASHION WEEK – March 5-10, 1967.

Stockholm: NORRMALMS LIVSMEDAL AB STORE PROMOTION – Spring 1967.

Stockholm: EXHIBITION OF POTTERY AND CHINA – 1967.

Gothenburg: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – September 28-October 5, 1967.

AMENDMENTS:

Helsinki: THE BOAT AND CAMPING SHOW – February 10-19, 1967.
This entry should be amended to read:
Joint venture with the Camping Trade Association of Great Britain Limited (5 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 23-26, 1967.
This entry should be amended to read:
Joint ventures with: (1) United Kingdom Cutlery and Silverware Association (5 firms), (2) Federation of British Hand Tool Manufacturers (10 firms), (3) Hardware Manufacturers' Association (31 firms), (4) British Art Metal Manufacturers' Export Group (7 firms), (5) British Electrical and Allied Manufacturers' Association (8 firms), and (6) Federation of British Horticultural Exporters (9 firms).
(Mr. J. A. Swinton, Ext. 2777).

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 26-March 2, 1967.
This entry should be amended to read:
Joint ventures with the British Stationery and Office Equipment Association (14 firms), the Pianoforte Manufacturers' Association (8 firms), and the Federation of British Carpet Manufacturers (10 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 1-5, 1967.
This entry should be amended to read:
A joint venture with the British Oil and Gas Firing Equipment Manufacturers' Association (10 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – March 12-15, 1967.
This entry should be amended to read:
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Munich: FASHION WEEK – April 2-6, 1967.
This entry should be amended to read:
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – April 14-16, 1967.
This entry should be amended to read:
A joint venture with the Junior Fashion Group of London (7 firms), and possible joint venture with the British Nursery Goods Association. Firms interested in participation should contact either the Group or the Association immediately.
(Mr. J. A. Swinton, Ext. 2777).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – April 15-20, 1967.
This entry should be amended to read:
A joint venture with the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783).

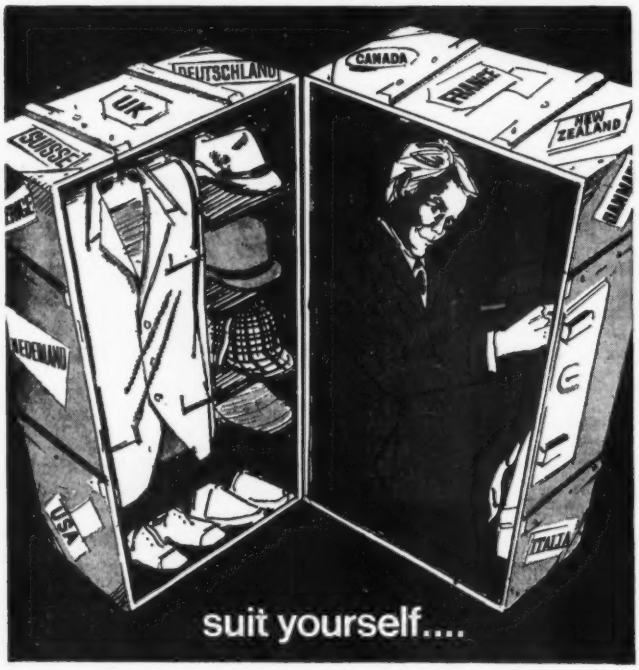
Düsseldorf: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – April 23-27, 1967.
This entry should be amended to read:
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Frankfurt: INTERNATIONAL FUR FAIR – April 26-30, 1967.
This entry should be amended to read:
A joint venture with the British Fur Trade Association (25 firms). Firms interested in participation should contact the Association immediately.
(Mr. P. R. Clay, Ext. 3559).

Hanover: HANOVER FAIR – April 29-May 7, 1967.
This entry should be amended to read:
Joint ventures with: (1) British Electrical and Allied Manufacturers' Association, (2) Business Equipment Trades Association, (3) British Valve Manufacturers' Association, (4) Machine Tool Trades Association, (5) British Stationery and Office Equipment Association, and probable joint ventures with: (6) British Photographic Export Group, (7) British Ophthalmic Lens Manufacturers' Association.
(Mr. P. R. Clay, Ext. 3559).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 23-26, 1967.
This entry should be amended to read:
A joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee immediately.
(Mr. J. A. Swinton, Ext. 2777).

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1967.
This entry should be amended to read:
Joint ventures with the: (1) British Electrical and Allied Manufacturers' Association (5 firms), (2) The Engineering and Building Centre, Birmingham (31 firms), (3) Federation of British Rubber and Allied Manufacturers (6 firms), (4) The Hardware



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Manufacturers' Association (2 firms), (5) The Textile Promotion Consultative Committee (5 firms). Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 25-27, 1967.
This entry should be amended to read:
Joint ventures with the Clothing Manufacturers' Federation of Great Britain and the British Menswear Guild. Firms interested in participation should contact either the Federation or the Guild immediately.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 14-17, 1967.
This entry should be amended to read:
A possible joint venture with the Corsetry Manufacturers' Association of Great Britain. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

Frankfurt: INTERNATIONAL MOTOR SHOW – September 14-24, 1967.
This entry should be amended to read:
A joint venture with the Society of Motor Manufacturers and Traders Ltd. Firms interested in participation should contact the Society immediately.
(Mr. J. A. Swinton, Ext. 2777).

Stockholm: TECHNICAL FAIR – October 12-18, 1967.
This entry should be amended to read:
Possible joint venture with the Building Materials Export Group. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Cologne: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 20-22, 1967.
This entry should be amended to read:
Possible joint ventures with the Junior Fashion Group of London and the Fashions for Children Export Group.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24, 1967.
This entry should be amended to read:
Probable joint ventures with the Federation of British Manufacturers of Sports and Games and the Camping Trade Association of Great Britain.
(Mr. R. M. D. Ure, Ext. 2436).

Cologne: INTERNATIONAL EXHIBITION OF REPROGRAPHY – October 25-30, 1967.
This entry should be amended to read:
Joint ventures with the Drawing Office Material Manufacturers' and Dealers' Association (14 firms) and the British Photographic Export Group. Firms interested in participation should contact either the Association or the Group.
(Mr. J. A. Swinton, Ext. 2777).

ADDITIONS:

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 30-February 4, 1967.
A joint venture with Music Publishers' Association.
(Mr. R. J. Ager, Ext. 2783).

Zurich: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 22-27, 1967.
A joint venture with the British Cycle and Motor Cycle Industries Association.
(Miss F. King, Ext. 2782).

Paris: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-19, 1967.
A possible joint venture with the British Electrical and Allied Manufacturers' Association.
(Mr. R. J. Ager, Ext. 2783).

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 4-19, 1967.
An official information stand manned by representatives of the British Consulate at Cagliari.
(Miss F. King, Ext. 2782).

Utrecht: ROYAL NETHERLANDS INDUSTRIES SPRING FAIR – March 6-14, 1967.
Joint ventures with: (1) National Council of Building Material Producers, (2) The Society of British Gas Industries, (3) The Engineering and Building Centre, Birmingham.
(Mr. T. E. Kerfoot, Ext. 3071).

Caen: BRITISH CULTURAL AND SHOPPING WEEK – March 9-16, 1967.
Although this relatively modest promotion, like the others held in Caen in recent years, will be primarily of a cultural nature, the Caen Chamber of Commerce is seeking to bring a worthwhile commercial element into it. The initial response of the Caen shops is encouraging, and United Kingdom manufacturers seeking outlets in Caen are invited to write to: The Secretariat, Union Commerciale et Industrielle de Caen, 1 rue Jean-Marot, 14, Caen, France.
The Board of Trade will be supplying display material to the participating shops, and a programme of supporting events is being drawn up by the organizers in Caen.
(G. F. Snell, Ext. 2764).

Brussels: SIXTEENTH INTERNATIONAL INVENTORS' EXHIBITION – March 9-19, 1967.
A joint venture with the Institute of Patentees and Inventors.
(Mr. T. E. Kerfoot, Ext. 3071).

Metz: BRITISH SHOPPING WEEK – March 29-April 9, 1967.
Inspired by the success of the full-scale British Week in Lyons last October, a local committee in Metz is organizing a promotion of British consumer goods to run concurrently with ExpoMetz, the International Trade Fair. So far 200 shops have expressed a desire to participate.
A fairly extensive programme of supporting events is envisaged, including a double-decker bus, policemen and a window-dressing competition. The Board of Trade will be supplying display material and helping in other ways. The London Chamber of Commerce has been invited by the Metz authorities to be co-sponsors of the promotion.
Further information can be obtained from Mr. Sam Black, Public Relations Adviser to the Chamber, 68 Queen Street, London, E.C.4 (Tel. City 4444). Manufacturers seeking outlets for their products in Metz are invited to contact Mr. J. S. A. Selwyn, British Consulate-General, BP42, 10 rue du General Castelnau, Strasbourg (Bas Rhin), France.
(G. F. Snell, Ext. 2764).

Copenhagen: DISPLAY OF CHILDREN'S WEAR – April 1967.
A joint venture with the Junior Fashion Group of London (5 firms).
(Miss M. S. Jones, Ext. 2788).

Berlin: FASHION WEEK – April 10-21, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Brussels: INTERNATIONAL TRADE FAIR – April 15-26, 1967.
A display of British goods preparatory to the British Week in Brussels and organized on joint venture terms in co-operation with trade associations. Firms interested in taking part should contact the Board of Trade immediately.
An information stand manned by representatives of the British Embassy, Brussels.
(Mr. T. E. Kerfoot, Ext. 3071).

Utrecht: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 19-20, 1967.
A joint venture with the London Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071).

Barcelona: INTERNATIONAL MOTOR SHOW – April 20-30, 1967.
Joint venture with the British Cycle and Motor Cycle Industries Association Limited (10 firms). Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489).

Orleans: INTERNATIONAL FLOWER EXHIBITION – October 6-15, 1967.
A joint venture with the Federation of British Horticultural Exporters.
(Miss F. King, Ext. 2782).

Amsterdam: INTERNATIONAL PHILATELIC EXHIBITION (AMPHILEX 67) – May 11-21, 1967.
A joint venture with the Philatelic Traders' Society.
(Mr. T. E. Kerfoot, Ext. 3071).

Izmir: INTERNATIONAL FAIR – August 20-September 20.
A British Pavilion organized by the British Chamber of Commerce of Turkey.
(Mr. J. M. Stuart, Ext. 2785).

Berlin: FASHION WEEK – September 4-12, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Munich: FASHION WEEK – October 1-5, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

Lyons: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10, 1967.
A possible joint venture with the British Furniture Manufacturers' Federation.
(Mr. R. J. Ager, Ext. 2783).

Berlin: FASHION WEEK – October 9-20, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. P. R. Clay, Ext. 3559).

1968

ADDITIONS:

Zurich: INTERNATIONAL FAIR FOR HOSPITAL AND MEDICAL EQUIPMENT – March 20-24, 1968.
A possible joint venture with the Surgical Instrument, Equipment and Appliance Export Group. Interested firms should contact the Association.
(Miss F. King, Ext. 2782).

Gothenburg: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – April 3-7, 1968.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

EASTERN EUROPE — 1967

AMENDMENTS:

Moscow: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION – July 8-19, 1967.
This entry should be amended to read:
A joint venture with the Federation of Associations of Mining Equipment Manufacturers.
(Mr. J. M. Stuart, Ext. 2785).

Plovdiv: XXIII INTERNATIONAL FAIR – September 24-October 3, 1967.
This entry should be amended to read:
The Board of Trade will be organizing a British Pavilion at this event.
(Mr. J. M. Stuart, Ext. 2785).

CANADA — 1967

ADDITIONS:

Toronto: DISPLAY OF BRITISH MEN'S WEAR – February 6-10, 1967.
A joint venture with the Clothing Export Council.
(Miss M. S. Jones, Ext. 2788).

Montreal: CANADIAN TOY FAIR – February 19-24, 1967.
A joint venture with the British Toy Manufacturers' Federation (5 firms).
(Miss M. S. Jones, Ext. 2788).

Vancouver: MOTOR SHOW – February 22-26, 1967.
A possible joint venture with the Society of Motor Manufacturers and Traders.
(Miss M. S. Jones, Ext. 2788).

Toronto: DISPLAY OF BRITISH FOODSTUFFS – March 13-16, 1967.
A joint venture at the Oak Room, Union Station, with the Food Manufacturers' Federation.
(Miss M. S. Jones, Ext. 2788).

Toronto: DISPLAY OF BRITISH WOMEN'S WEAR – March 27-31, 1967.
A joint venture with the Clothing Export Council.
(Miss M. S. Jones, Ext. 2788).

Montreal: BRITISH MOTOR SHOW – April 6-9, 1967.
A possible joint venture with the Society of Motor Manufacturers and Traders.
(Miss M. S. Jones, Ext. 2788).

U.S.A. — 1967

DELETE:

Cleveland: THE MAY CO. STORE PROMOTION – October 1967.

Philadelphia: STRAWBRIDGE AND CLOTHIER, STORE PROMOTION – October 9-21, 1967.

Denver: MAY D & F STORE PROMOTION – October 22-November 4, 1967.

AMENDMENTS:

Los Angeles: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 13-17, 1967.
This entry should be amended to read:
A joint venture with the Corrosion and Protection Association (6 firms).
(Mr. A. F. Fenton, Ext. 2786).

Chicago: ANNUAL MEETING OF THE AMERICAN HOSPITAL ASSOCIATION – August 1967.
This entry should be amended to read:
Possible joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786).

Mexico City: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – September 4-10, 1967.
The Board of Trade have been informed that this event will take place from September 4-10.
(Mr. A. F. Fenton, Ext. 2786).

Neiman Marcus: STORE PROMOTION – October 7-21, 1967.
This major British promotion will feature consumer goods. The London buying house representing this store is Gimbel Brothers and Saks & Co., Berkeley Square House, Berkeley Square, London, W.1 (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Ext. 2177).
There is a strong possibility that the following stores will hold British promotions in 1967. Full details will be published when they become available: Saks Fifth Avenue, New Orleans; J. W. Robinson, Los Angeles; Bullocks, Los Angeles.

ADDITIONS:

New York: DISPLAY OF WOMEN'S FASHIONS – April 1-15, 1967.
A joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL SHOE FAIR – April 2-5, 1967.
A joint venture with the British Footwear Manufacturers' Association (20 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: EXHIBITION OF THE ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 9-13, 1967.
Probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL FANCY FOOD AND CONFECTIONERY SHOW – August 26-29, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Centres for European Trade Germany's International Trade Fairs

Berlin
Cologne · Dusseldorf
Frankfurt · Hamburg
Hanover · Munich
Nuremberg · Offenbach
Pirmasens · Wiesbaden

With frontiers increasingly becoming symbolic rather than acting as barriers to trade, businessmen and specialists congregate at the German Trade Fairs which serve as particularly suitable meeting places. There businessmen and experts in many fields view new products, plant and equipment. Never less than 25% of the exhibitors are foreign firms and in some cases the number exceeds 50%.

Germany's International Trade Fairs:

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For detailed information apply to:
German Embassy, Commercial Information Service, 6 Rutland Gate, London S. W. 7,
Tel.: KNI 1271
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e. V., Engelbertstrasse 31 a,
5 Cologne, Germany,
Tel.: 219091

City Stores Group: Autumn 1967.
Several department stores in this group will be staging promotions this autumn in which British goods will be featured as well as those of other countries. The stores concerned are: New Orleans: Maison Blanche – September 9-30, 1967. Birmingham: Loveman's – October 9-14. Louisville: Kaufman's – October 23-November 4. Miami: Richard's – September 6-16. Memphis: Lowenstein's – October 2-9. Philadelphia: Litt Bros. – September 6-16. Washington: Lansburgh's – October 14-23. The London Buying House representing the City Stores Group is Metasco Inc., 167 Oxford Street, London, W.1 (Tel. Gerrard 330).
(Mr. R. A. Hillier, Ext. 2177).

Pittsburgh: GIMBEL BROTHERS – October 29-November 11.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Gimbel Brothers and Saks & Co., Berkeley Square House, Berkeley Square, London, S.W.1 (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Ext. 2177).

New York: NATIONAL HARDWARE SHOW – October 9-12, 1967.
Probable joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: THE 49TH NATIONAL METAL EXPOSITION AND CONGRESS – October 16-19, 1967.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: 23RD ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 23-25, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

AFRICA — 1967

AMENDMENTS:

Nairobi: BRITISH HOTEL AND CATERING EQUIPMENT EXHIBITION.
It has now been decided that the dates of this event shall be May 8-12, 1967.
(Miss M. S. Jones, Ext. 2788).

Ndola: ZAMBIA TRADE FAIR – June 30-July 3, 1967.
This entry should be amended to read:
An official information stand to be manned by the British High Commission, Lusaka.
(Miss M. S. Jones, Ext. 2788).

ADDITION:

Nairobi: KENYA AGRICULTURAL SHOW – September 1967.
An information stand to be manned by the British High Commission, Nairdi.
(Miss M. S. Jones, Ext. 2788).

ASIA — 1967

ADDITION:

Tokyo: 7TH INTERNATIONAL TRADE FAIR – April 15-May 7, 1967.
Joint venture with the London Chamber of Commerce (20 firms). Firms interested in participation should contact the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489).

LATIN AMERICA — 1967

ADDITIONS:

Lima (Peru): 5TH PACIFIC INTERNATIONAL TRADE FAIR – October 22-November 12, 1967.
The Board of Trade will be organizing a British Pavilion at this event if there is sufficient support from industry. Applications should be submitted to the Board before January 20, 1967.
(Mr. A. F. Fenton, Ext. 2786).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of October 7, 1966.*

Amendments and Additions to Classified List of Trade Fairs and Exhibitions – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Benelux, Italy, Austria, Switzerland, Malta	Ext. 2782
France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1967

OSLO: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION.
The Board of Trade have been informed that this event will take place from September 6-October 14.

GOTHENBURG: INTERNATIONAL MEDICAL CARE AND HEALTH EXHIBITION.
The Board of Trade have been informed that this exhibition will take place from April 3-7, 1968 and not from September 28-October 5, 1967 as previously published.

Additions – 1967

BARCELONA: INTERNATIONAL BOAT SHOW – February 22-March 5.
Apply, Salon Monografico Internacional de la Industria, Avenue Maria Cristina, Barcelona 4.

DUBLIN: SURGICAL TRADE EXHIBITION – March 30-April 1.
Apply, Mr. W. Jones, Organizing Director, Surgical Trade Exhibition, Association of Surgeons of Great Britain and Ireland, 41 Grafton Street, Dublin 2.

ZARAGOZA: INTERNATIONAL AGRICULTURAL MACHINERY FAIR – April 1-9.
Apply, Director General de la Feria, Palacio ferial (Gran Via) Zaragoza.

BARCELONA: VII INTERNATIONAL CONGRESS – EXHIBITION OF ELECTRORADIOLOGY – April 2-8.
Apply, Dr. Fernando Machon, Secretaria del Congreso – Exposicion Internacional de Electroradiologia, Facultad de Medicina, Barcelona.

OSLO: 'THE SEA FOR ALL' 67 (SJOEN FOR ALLE – 67) – April 7-16.
Apply, Norske Batbyggeriers Forening, Motorimportornes Landsforening V/h. r. Advokat Gerhard Wiese, Stortingsgt. 12. Oslo.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – April 3-6.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARCELONA: BARCELONA MOTOR SHOW – April 20-30.
Apply, Feria Oficial E Internacional DE Muestras En Barcelona, Palacio No. 1, Avenida Maria Cristina, Barcelona.

TRONDHEIM: 'BUILDING WORKS AND EQUIPMENT EXHIBITION ('BYGG OG UTSTYR') – April 28-May 7.
Apply, Hval & Lunde, Vognmannsgt 8, Oslo.

OSLO: NORWEGIAN PIECEGOODS SALES FAIR – May (For Norwegian agents only).
Apply, Chairman, Textile Group of the Import & Exports Agents' Association, Oslo.

OSLO: INTERNATIONAL HOTEL AND RESTAURANT EXHIBITION – May 25-June 4.
Apply, Norges Varemesse, Postboks 130, Skoyen, Oslo 2.

ROME: INTERNATIONAL EXHIBITION OF ELECTRONICS, NUCLEAR ENERGY, TELEVISION, RADIO AND CINEMATOGRAPHY – June 14-29.
* Apply, Rassegna Internazionale Elleedtronica, Nucleare e Teleradiocinematografica, Via Crescenzio 9, Rome.

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July 28-August 6.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

DIEPPE: 3RD FRANCO-BRITISH FAIR – September 9-17.
Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex. (Tel. Brighton 26189).

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 29-October 7.
* Apply, Associazione Nazionale Commercianti Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

ZARAGOZA: ZARAGOZA NATIONAL SAMPLES FAIR – September 30-October 15.
Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – October 2-5.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

GENEVA: IDEAL HOME EXHIBITION (ARTS MENAGERS) – October 2-November 5.
* Apply, Secretariat, 54b Route des Accacias, Geneva 1211.

OSLO: NORWEGIAN PIECEGOODS SALES FAIR – November (For Norwegian agents only).
Apply, Chairman, Textile Group of the Import & Export Agents' Association, Oslo.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITICN – November 6-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARCELONA: IDEAL HOME EXHIBITION (HOGAROTEL 7) (INTERNATIONAL FOR PLANT AND EQUIPMENT) – November 11-26.
Apply, Salon Monografico Nacional., Av. Maria Cristina, Barcelona, 4.

Additions – 1968

COLOGNE: INTERNATIONAL CIVIL DEFENCE EXHIBITION – May 18-22.
Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

MALMO: 50TH INTERNATIONAL SKANEMASSAN WITH 'BYGGA-MA II' – SPECIAL FAIR FOR THE BUILDING INDUSTRY – August 16-25.
Apply, Stiftelsen Skanemassan, Malmo Masshallar, Malmo, (Postal address Box 19015, Malmo 19, Sweden). (Tel. 040/80030).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1967

CHICAGO: MUSIC SHOW – July 10-14.
Delete the above entry and insert the following

CHICAGO: NATIONAL ASSOCIATION OF MUSIC MERCHANTS – June 25-29.
Apply, Exhibition Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois.

CHICAGO: 23RD ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION.
The Board of Trade have been informed that this event will take place from October 23-25 and not from October 9-11 as previously published.

Additions – 1967

BOMBAY: 3RD ANNUAL POULTRY SHOW OF MAHARASHTRA STATE POULTRY ASSOCIATION – February 4-6.
Apply, Maharashtra State Poultry Association, Poultry Breeding Station, Bombay Road, Kirkee, Poona, 3.

CHICAGO: INTERNATIONAL AUTOMATIVE SERVICE INDUSTRIES SHOW – March 1-3.
Apply, Mrs. Ruth Hall, c/o Hall-Erickson Inc., 407 South Dearborn Street, Chicago, Illinois, 60605.

CHICAGO: FIRST INTERNATIONAL CONTRACT EXPOSITION – March 20-22.
Apply, Harry Finkel, Merchandise Mart, Chicago, Illinois, 60654.

CHICAGO: AMERICAN MANAGEMENT ASSOCIATION PACKAGING EXPOSITION – April 9-14.
Apply, Saul Poliak, c/o Poliak & Clapp, 341 Madison Avenue, New York, N.Y. 10017.

CHICAGO: BISCUIT AND CRACKER MANUFACTURERS ASSOCIATION – April 10-14.
Apply, W. E. Piper, 400 East Ontario Street, Chicago, Illinois, 60611.

CHICAGO: NATIONAL CONFECTIONERS ASSOCIATION OF THE U.S. – May 28-June 1.
Apply, John M. Scheer, 36 South Wabash, Chicago, Illinois, 60603.

NEW YORK: FIRST INTERNATIONAL COMPUTER SHOW – June 5-8.
Apply, Computer Exposition Inc., 554 Fifth Avenue, New York, N.Y. 10036.

READING (PENNYSYLVANIA): AIR SHOW – June 8-10.
Apply, C. J. Melvile, The Reading Show, Muncipal Air Port, P.O. Box 1201, Reading, P.A. 19603.

CHICAGO: ELECTRONICS PARTS DISTRIBUTORS SHOW – June 18-20.
Apply, Kenneth C. Prince, 100 South Wacker Drive, Suite 1702, Chicago, Illinois, 60606.

CHICAGO: CHICAGO GIFT SHOW – July 30-August 4.
Apply, William E. Little, 220 Fifth Avenue, New York, N.Y. 10001.

CHICAGO: AMERICAN FISHING TACKLE MANUFACTURERS ASSOCIATION – August 6-9.
Apply, A. J. Boehm, 20 North Wacker Drive, Chicago, Illinois, 60606.

SIDNEY: IDEAL HOME EXHIBITION – August 18-26.
Apply, Industrial and Trade Fairs (Pty.) Ltd., Commonwealth House, New Oxford Street, London, W.C.1.

MOGADISHU (SOMALILAND): INTERNATIONAL FAIR – September 28-October 12.
Apply, Camera di Commercio della Somalia, P.O. Box 27, Mogadishu.

As part of a 10-year programme to double British leather exports to North America the Leather Institute and the Board of Trade arranged joint venture exhibition stands in Montreal and New York during November. This picture shows the exhibition in New York. From left to right are: Mr. A. G. R. Rouse, British Consul-General in New York; Sir Richard Powell, Permanent Secretary, Board of Trade; Mr. George Salaman, of Herst Leather Corporation Ltd., London.

CLEVELAND, OHIO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 16-19.
Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

CHICAGO: ATOMIC INDUSTRIAL FORUM – November 6-9.
Apply, Charles Robbins, 850 Third Avenue, New York, N.Y. 10022.

CHICAGO: AMERICAN NUCLEAR SOCIETY – November 6-10.
Apply, Octave Du Temple, 244 East Ogden Avenue, Hinsdale, Illinois.

Amendments – 1968

TEL AVIV: INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will take place from June 4-22, 1968.

Additions – 1968

TUNIS: INTERNATIONAL FAIR – May 24-June 9.
Apply, Foir International de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

CHICAGO: INTERNATIONAL GRAPHIC ARTS EXPOSITION – June 20-25.
Apply, The Show Company, 1605 North Cahuenga Blvd., Los Angeles, Calf. 90028. 213-463. 4891.

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 21-25.
Apply, Southern Textile Exposition, Textile Hall, P.O. Box 5823, Station B, Greenville, S.C.

TORONTO: 43RD ANNUAL CONVENTION, ONTARIO HOSPITAL ASSOCIATION – October 23-25.
Apply, Mr. G. S. Roberts, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Ontario.

CHICAGO: NATIONAL CONVENTION AND EXHIBITION OF AUTOMATIC MERCHANDISING – October 28-31.
Apply, National Automatic Merchandising Association, 7 Dearborn Street, Chicago, Illinois 60603.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 31-November 2.
Apply, Leather and Allied Industries Exposition, 411 Fifth Avenue, New York, N.Y.

CAIRO: INTERNATIONAL TRADE FAIR – November.
Apply, Ministry of Economy, General Organization for International Exhibitions and Fairs, Exhibition Ground, Nasr City, Cairo.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM

Additions – 1967

LONDON: INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO '67 – March 13-17. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: LABEX INTERNATIONAL (LABORATORY APARATUS AND MATERIALS EXHIBITION) – March 13-17. At Earls Court.
† Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Deletion – 1967

LONDON: INTERIOR DESIGN AND CONTRACT FURNISHING EXHIBITION – February 27-March 3. At Earls Court.
The Board of Trade have been informed that this exhibition has been cancelled.

Additions – 1968

LONDON: INTERNATIONAL HOTEL CATERING EXHIBITION – January 9-18. At Olympia.
† Apply, Hotel & Catering Exhibition (London) Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION AND SYMPOSIUM – July 1-4. At R.H.S. New Hall, S.W.1.
† Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: SHIP'S GEAR INTERNATIONAL – July 29-August 2. At Olympia.
† Apply, Municipal & Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

Spring models at Wool House

A EUROPEAN collection of high fashion in pure new wool, specially commissioned by the International Wool Secretariat, is to be seen at Wool House, Carlton Gardens, London, S.W.1, until January 20. It includes more than 70 spring models created by 30 top designers from eight countries – Denmark, Finland, France, Germany, Great Britain, Italy, Spain and Switzerland. The designers include Paris's Couturier Venet, London's Mary Quant, Florence's Emilio Pucci, and Helsinki's Marimekko. The collection, which was presented originally in Geneva, shows the enormous design, weight and colour range of fabrics available in Woolmark standards. Leading weavers in each of the eight countries collaborated with the IWS to produce a special selection of advance fashion fabrics for the coming season.

1967 a new year with new opportunity for new business. Get off to a flying start by visiting
the H.T.F. The fair that waxes in size, importance and export business every year
INTERNATIONAL
HARDWARE TRADES FAIR
Grand Hall Olympia London Jan. 30 - Feb. 3
Inquiries to: UNIVERSAL EXHIBITIONS LIMITED, 9 Castle Place, High Wycombe, Bucks, England. Tel: High Wycombe 21391

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

(2/67) Diesel Alternator Sets for Commonwealth Railways. January 31. E.S.B. 49063/66.*

Department of Civil Aviation, Melbourne:

(1/67) General Purpose Receivers. February 7. E.S.B. 48897/66.*

(1/67) Mobile Radio Telephones. January 31. E.S.B. 48896/66.*

(2/67) Radar Remoting Equipment. March 16. E.S.B. 49061/66.*

Department of Supply, Melbourne:

(1/67) Distortion Analyzer. February 1. E.S.B. 48893/66.*

(2/67) Dovetail Milling Machine. January 31. E.S.B. 48892/66.*

(2/67) Power Line Terminal Equipment for Northern Electric Authority of Queensland. March 22. E.S.B. 49078/66.*

Postmaster General's Department:

(1/67) Radio Telephone Equipment. February 28. E.S.B. 49004/66.*

(1/67) Capacitors. January 26. E.S.B. 48899/66.*

(1/67) Remote Control Equipment. February 2. E.S.B. 49003/66.*

(2/67) Cross Connecting Cabinets and Accessories. January 26. E.S.B. 48900/66.*

(2/67) Stub Cable. January 26. E.S.B. 49002/66.*

State Electricity Commission of Victoria:

(1/67) Water Treatment Plant. January 31. E.S.B. 48881/66.*

(1/67) Mainline Conveyor. February 20. E.S.B. 48894/66.*

(1/67) Generating Water Screens etc. February 27. E.S.B. 48895/66.*

BURMA

(4/67) Marine Diesel Engines for Agricultural and Rural Development Corporation. January 25. E.S.B. 49285/66.*

Myanma Export Import Corporation:

(3/67) Pipe and Tubing. February 1. E.S.B. 49092/66.*

(3/67) Diesel Locomotives and Spares. February 2. E.S.B. 49091/66.*

(3/67) Electric Fittings. February 1. E.S.B. 49096/66.*

(3/67) Workshop Equipment. January 31. E.S.B. 49098/66.*

(3/67) Electrical Fittings. February 1. E.S.B. 49099/66.*

(4/67) Copper and MS Rivets, February 9. E.S.B. 916/67.*

(4/67) Vehicle Spares. March 15. E.S.B. 49281/66.*

(4/67) Wire. February 6. E.S.B. 49259/66.*

(4/67) Copper Wire. February 6. E.S.B. 49260/66.*

(4/67) Cable. February 6. E.S.B. 49261/66.*

(4/67) Wire Drawing Dies. January 31. E.S.B. 49293/66.*

(4/67) Builders Hardware. February 2. E.S.B. 49297/66.*

(4/67) Diesel Locomotives. February 2. E.S.B. 632/67.

(4/67) Lifting Gear. March 15. E.S.B. 49283/66.*

(4/67) Boiler. January 28. E.S.B. 49291/66.*

(4/67) Mobile Crane. January 25. E.S.B. 49292/66.*

(4/67) Cable. February 9. E.S.B. 49295/66.*

(4/67) Screws. February 7. E.S.B. 49298/66.*

(4/67) Wagon Bogies. February 6. E.S.B. 631/67.

People's Oil Industry:

(5/67) Lead Sheet. March 5. E.S.B. 606/67.*

(5/67) Electric Pump Spares. March 10. E.S.B. 634/67.*

(5/67) Electric Cooker Spares. March 20. E.S.B. 635/67.*

(5/67) Diesel Engine Spares. March 20. E.S.B. 636/67.*

(5/67) Crane Spares. March 15. E.S.B. 49282/66.*

(5/67) Safes. March 15. E.S.B. 49286/66.*

(5/67) Bitumen. March 15. E.S.B. 49287/66.*

(5/67) Bleaching Powder. March 10. E.S.B. 601/67.*

(5/67) Tyres and Tubes. March 10. E.S.B. 603/67.*

Union of Burma Railway Board:

(2/67) Tyre Drilling Machine. January 31. E.S.B. 49090/66.*

(2/67) Dies. February 9. E.S.B. 49089/66.*

(2/67) Welding Equipment; Respirators. February 7. E.S.B. 49088/66.*

(3/67) Electric Fittings. February 1. E.S.B. 49094/66.

(3/67) Cable, Fuse. February 1. E.S.B. 49095/66.

(3/67) Line Equipment. February 1. E.S.B. 49100/66.*

(3/67) Electrical Hardware. February 1. E.S.B. 49093/66.*

(4/67) Dies. February 6. E.S.B. 49258/66.*

(4/67) Electrical Equipment. February 9. E.S.B. 49257/66.*

(4/67) Electrical Lamps and Chokes. February 9. E.S.B. 49294/66.*

(5/67) Dies, February 14. E.S.B. 49262/66.*

(5/67) Hoses. February 7. E.S.B. 923/67.*

(5/67) Measuring Rules and Tapes. February 7. E.S.B. 949/67.*

(5/67) Steel Punches. February 7. E.S.B. 950/67.*

(5/67) Handtools, February 9. E.S.B. 951/67.*

CEYLON

(5/67) Furniture for Airport for Department of Civil Aviation. February 22. E.S.B. 658/67.*

(2/67) Metering Equipment for Government Electrical Undertakings. February 18. E.S.B. 49038/66.*

COLOMBIA

(255/66) Electrical Equipment for Sub-Stations for Electrificadora de Antioquia SA. Closing date not known. E.S.B. 48889/66.

(2/67) Dam Equipment; Civil Engineering Works for Instituto Colombiano de la Reforma Agraria. January 26. E.S.B. 49064/66.*

COSTA RICA

(2/67) Bottling Machinery for Conicio Nacional de Producción. February 14. Tender documents (in Spanish) available. E.S.B. 49016/66.*

(2/67) Light Fittings and Equipment for Instituto Costarricense de Electricidad. January 30. E.S.B. 49014/66.*

DENMARK

(2/67) Vehicles for Headquarters Allied Forces Baltic Approaches. January 26. E.S.B. 49077/66.*

ECUADOR

(2/67) Harbour Approach Dredging for Guayaquil Port Authority. March 16. E.S.B. 48856/66.

ETHIOPIA

(4/67) kWH Meters for Ethiopian Electric Light and Power Authority. January 30. E.S.B. 629/67.*

FORMOSA

Central Trust of China:

(2/67) Metal Shapes. January 31. E.S.B. 49070/66.*

(2/67) Roof Seal and Drain Pipe Assembly. January 30. E.S.B. 49075/66.*

(2/67) Graphite Electrode. February 1. E.S.B. 49074/66.*

(2/67) Lubricant Equipment. January 28. E.S.B. 49071/66.*

(2/67) Oil Tank Mixers. January 31. E.S.B. 49076/66.*

(2/67) Ventilating and Propeller Fans. January 28. E.S.B. 49072/66.*

(3/67) Cigarette Packaging Machinery. January 30. E.S.B. 49073/66.*

(4/67) Storage Tanks. January 26. E.S.B. 49273/66.*

(4/67) Drill Steel Bar. January 26. E.S.B. 630/67.*

(4/67) Yarder. January 31. E.S.B. 49278/66.*

GERMANY, FEDERAL REPUBLIC OF

(4/67) Medical Equipment for Bauleitung Universitätsklinikum. February 15. Tender documents (in German) now available. E.S.B. 48820/66.*

(4/67) Fluorescent Lamp Fittings for Institute of Technical Chemistry. January 31. E.S.B. 49255/66.*

GREECE

(2/67) Laboratory Instruments and Apparatus for Agricultural Bank of Greece. January 27. E.S.B. 49026/66.*

(1/67) Agricultural Machinery for Ministry of Trade. (Further Information). January 30. E.S.B. 19012/65.*

(2/67) Miscellaneous Electrical Materials for Public Power Corporation of Athens. Closing date up to February 8. E.S.B. 49032/66.*

INDIA

(1/67) Microscope for Atomic Energy Establishment. January 25. E.S.B. 48795/66.

(2/67) Construction of Tailrace Tunnel and Open Channel for Kerala State Electricity Board. (Further Information.) Closing date postponed to February 15. E.S.B. 45363/66.

(3/67) Magnetic Crack Detector for Madras Port Trust. February 23. E.S.B. 49234/66.

(2/67) Switchgear for Orissa State Electricity Board. (Further Information.) Closing date postponed to February 14. E.S.B. 44243/66.*

IRAN

(5/67) Paper for Iranian Tobacco Monopoly. March 11. E.S.B. 685/67.*

IRAQ

(4/67) Pipes and Flanges for Government Oil Refineries Administration. January 31. E.S.B. 610/67.

(255/66) Kraft Paper for Iraq Cement Co. January 31. E.S.B. 48860/66.

(255/66) Glass Laboratory Equipment for Ministry of Health. February 19. E.S.B. 48864/66.

Ministry of Municipalities and Works:

(225/66) Water Supply Scheme. February 28. E.S.B. 48867/66.

(255/66) Cotton Waste. January 31. E.S.B. 48866/66.

(4/67) Construction of Water Supply. January 31. E.S.B. 612/67.

†**The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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TRANSLATIONS

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IRISH REPUBLIC

(1/67) **Bridge Construction** for Mayo County Council February 20. E.S.B. 49005/66.

JORDAN

(1/67) **Corrosion Inhibitor** for Jordan Petroleum Refinery Co., Ltd. January 31. E.S.B. 48868/66.*

KENYA

East African Posts and Telecommunications Administration:
(2/67) **Telecommunication Equipment.** Closing date not known. E.S.B. 49066/66.
(4/67) **Telephone Cable.** (Advance Information.) Closing date not known. E.S.B. 49271/66.
(4/67) **Telecommunication Equipment.** (Advance Information.) Closing date not known. E.S.B. 49270/66.

KUWAIT

(1/67) **Overhead Transmission Lines** for Ministry of Electricity and Water. (Further Information.) Closing date postponed to January 29. E.S.B. 43305/66.*

LEBANON

(3/67) **Bus Batteries** for Lebanese State Railways February 16. E.S.B. 49203/66.*

LIBYA

(3/67) **Well Drilling and Pipe Laying** for Ministry of Agriculture. February 27. E.S.B. 49207/66.
Ministry of Communications:
(3/67) **Rebuilding Susa Port.** March 6. E.S.B. 49205/66.
(3/67) **Port Rebuilding.** March 6. E.S.B. 49215/66.
(4/67) **Road Works.** February 20. E.S.B. 49211/66.
(4/67) **Radio Stations.** February 27. E.S.B. 49209/66.
(4/67) **Port Reconstruction.** March 6. E.S.B. 49204/66.
(3/67) **Silo Construction** for Ministry of Public Works. March 20. E.S.B. 49206/66.

MALTA

Director of Contracts:
(2/67) **Paper.** February 1. E.S.B. 49087/66.*
(2/67) **Cotton Suitings.** January 25. E.S.B. 49068/66.*
Malta Electricity Board:
(2/67) **Fuse Units.** January 31. E.S.B. 49013/66.*
(2/67) **Electricity Meters.** January 31. E.S.B. 49023/66.*

NEW ZEALAND

(2/67) **Rectifier Equipment** for Auckland Harbour Board. February 7. E.S.B. 49067/66.*
(1/67) **Switchboard and Control Board** for Central Waikato Electric Power Board. February 1. E.S.B. 48890/66.*
General Post Office:
(1/67) **Circuit Breakers.** February 13. E.S.B. 49008/66.*
(1/67) **Blower Unit.** February 10. E.S.B. 49007/66.*
(1/67) **Polyester Cloth** for Ministry of Works. February 27. E.S.B. 49050/66.*

PAKISTAN

Directorate of Supply:
(3/67) **Welding Shop Equipment.** February 20. E.S.B. 49221/66.*
(3/67) **Cinematic Equipment.** February 2. E.S.B. 49218/66.*
(3/67) **Film Equipment.** January 31. E.S.B. 49219/66.*
(3/67) **Fork Lift Truck.** January 31. E.S.B. 49228/66.*
(4/67) **Mobile Publicity Vans.** January 31. E.S.B. 49252/66.*
(4/67) **Tape Recorder; Film Projectors.** February 1. E.S.B. 49227/66.*
(4/67) **Laboratory Apparatus.** February 6. E.S.B. 49251/66.*
(4/67) **Medical Equipment.** January 25. E.S.B. 49253/66.*
(4/67) **Road Roller.** January 26. E.S.B. 49254/66.*
Pakistan Eastern Railway:
(4/67) **S.M. Sheets, Plates and Billets.** February 13. E.S.B. 49081/66.
(4/67) **Brass Sheet, Round, Square and Hexagonal Bars.** February 6. E.S.B. 49082/66.
Pakistan Western Railway:
(1/67) **Aluminium Sheets and Antifriction Metal.** January 30. E.S.B. 48854/66.
(1/67) **Nickel Shot and Flat.** February 1. E.S.B. 48855/66.

PHILIPPINES, REPUBLIC OF

Bureau of Public Highways:
(5/67) **Road Construction.** March 16 and 17. E.S.B. 49223/66.*
(5/67) **Road Construction.** March 14 and 15. E.S.B. 49222/66.*
(5/67) **Road Construction.** (Prequalification.) Prequalification dates January 20, 24, 26, February 10, 14, 16. E.S.B. 49224/66.*
(5/67) **Bridge Construction** (Prequalification.) Prequalification dates February 10, 20. E.S.B. 49233/66.*
(5/67) **Bridge and Road Construction** (Prequalification.) Prequalification dates January 23, February 2. E.S.B. 49232/66.*
(3/67) **General Development of Port** for Office of Commodore Santiago C. Nuval. (Prequalification.) January 31. E.S.B. 49217/66.*

RUMANIA

(5/67) **Refrigerator Factory** for Industrialimport. Closing date not known. E.S.B. 48589/66.*

SAUDI ARABIA

(4/67) **Hospital Furniture** for Ministry of Health. January 30. E.S.B. 663/67.

SINGAPORE

(1/67) **Pipe Fittings** for Public Utilities Board. February 7. E.S.B. 48885/66.*

SOUTH AFRICA

(1/67) **Tee Squares** for Cape Provincial Tender Board. January 27. E.S.B. 48871/66.*
State Tender Board:
(1/67) **Cable, Electric.** February 2. E.S.B. 48872/66.*
(1/67) **Rotating Beam Lamps.** February 1. E.S.B. 48875/66.*
(2/67) **Electric Cable.** February 1. E.S.B. 48874/66.*
(2/67) **Electric Cable.** February 2. E.S.B. 48873/66.*

SPAIN

(3/67) **Water Elevation Works; Electric Lines** for Junta Adminstrativa del Abestecimiento de Aguas a la Comarca del Gran Bilbao. Closing dates up to February 28. E.S.B. 49079/66.

SUDAN

(5/67) **Khaki Drill** for Sudan Railways. February 2. E.S.B. 671/67.*

SYRIAN ARAB REPUBLIC

(4/67) **Porcelain Insulators** for Ministry of Communications. February 3. E.S.B. 49264/66.
Syrian Arab Air Force:
(4/67) **Mechanical Road Sweepers.** January 30. E.S.B. 49265/66.
(4/67) **Telecommunication Equipment.** February 11. E.S.B. 49267/66.
(4/67) **Radio Transmitter.** January 31. E.S.B. 49266/66.
(4/67) **Mobile Breakdown Crane.** February 12. E.S.B. 49268/66.
(4/67) **Telecommunication Equipment.** February 11. E.S.B. 49267/66.

THAILAND

(1/67) **Flying Helmets** for Directorate of Air Engineering. January 26. E.S.B. 49046/66.*

TURKEY

(255/66) **Teleprinter Tapes** for P.T.T. Genel Muduriuga. January 30. E.S.B. 48879/66.*
(1/67) **Pumps and Accessories** for Petrol Office. February 6. E.S.B. 48880/66.*

URUGUAY

(4/67) **Rubber Hose** for National Ports Administration (A.N.P.). January 26. E.S.B. 676/67.
(4/67) **Water Meters** for University of Labour. January 27. E.S.B. 689/67.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

All Countries
(1/67) Revised overseas postage rates. E.S.B. 1224/G.

Australia
(2/67) Inquiry for door chimes; giftware; toys. E.S.B. 49097/66.

Austria
(3/67) Agency inquiry for tents. E.S.B. 594/67.

Barbados
(2/67) Agency inquiry for cotton lace curtain netting; ceronne. E.S.B. 49183/66.
(2/67) Agency inquiry for ship chandlery items. E.S.B. 49375/66.
(4/67) Inquiry for footwear. E.S.B. 46785/66.

Belgium
(2/67) Agency inquiry for boxes; buckets; trays. E.S.B. 45703/66.

Bermuda
(255/66) Commercial inquiries. E.S.B. 1231/G.

British Honduras
(4/67) Inquiry for forged link sugar cane slings. E.S.B. 45924/66.

Canada
(2/67) Agency inquiry for cosmetics; toys. E.S.B. 48909/66.
(3/67) Agency inquiry for confectionery; biscuits; protective wrapping. E.S.B. 49339/66.
(1/67) Inquiry for braid trimming; fringes. E.S.B. 48034/66.
(2/67) Inquiry for display equipment; fountain equipment. E.S.B. 48907/66.
(3/67) Inquiry for deck hardware; giftware; nautical accessories. E.S.B. 42970/66.

Denmark
(4/67) Agency inquiry for packings; rubber diaphragms. E.S.B. 26322/66.
(255/66) Inquiry for bakery equipment; blood banks; dishwashers; freezers; sewing machines; novelties. E.S.B. 49122/66.

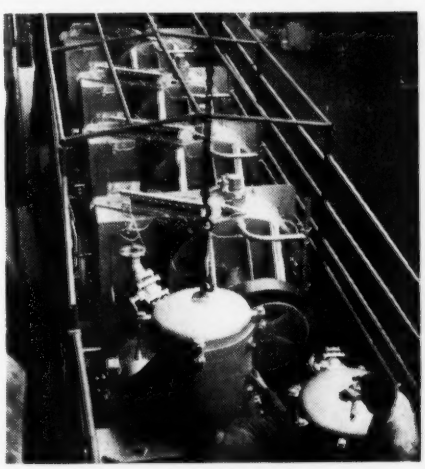
European Market
(255/66) Market reports on citrus juices and oilcakes. E.S.B. 48427/66.

Finland
(1/67) inquiry for scarves. E.S.B. 49118/66.

France
(4/67) European Space Research Organization – list of ESRO tender actions to be initiated during 1967. E.S.B. 672/67.

(*Continued on next page*)

† **For further details on the Export Service Bulletin see page 104.**



The first part of an order from Czechoslovakia for £50,000 worth of Spencer drycleaning machines was delivered in December. Manufactured by Neil & Spencer, Limited, Leatherhead, Surrey, the consignment included four white spirit machines complete with distillation units and drying tumblers, several factory drycleaning machines and a complete Spencer Junior unit shop installation. To meet the tight delivery schedule specified by the customer, the bulk of the plant was shipped on two M.A.T. Transport trailers, via the Tilbury/Rotterdam ferry. The machinery arrived in Prague in five days, thus considerably reducing the usual delivery period.

Germany, Federal Republic of
(3/67) Agency inquiry for oil refinery fittings. E.S.B. 46783/66.
(4/67) Agency inquiry for industrial plastic products; steel. E.S.B. 872/67.
(4/67) Agency inquiry for ships' equipment. E.S.B. 873/67.
(1/67) Inquiry for scientific instruments. E.S.B. 49117/66.
(3/67) Inquiry for iron and steel manufactures. E.S.B. 48938/66.
(4/67) Inquiry for pins. E.S.B. 48317/66.
(4/67) Inquiry for pumps; sailcloth; trawler equipment and accessories. E.S.B. 895/67.
(4/67) Import opportunity – flour. C.R.E. 27/67.
(4/67) Increased rates of turnover equalization tax. C.R.E. 1254/G.

West Germany/Irish Republic
(255/66) Trade Agreement. C.R.E. 6304/2/G.

Iran
(255/66) Agency inquiry for asbestos products; industrial hardware; machine tools; metal-working machinery; rubber products; trucks. E.S.B. 48650/66.
(4/67) Agency inquiry for building materials; plywood; sinks. E.S.B. 1061/67.

Iraq
(4/67) Inquiry for films. E.S.B. 40333/66.

Israel
(3/67) Agency inquiry for chewing gum. E.S.B. 14469/66.
(3/67) Agency inquiry for road-marking machines. E.S.B. 5727/66.

Italy
(255/66) Agency inquiry for suitings. E.S.B. 49136/66.
(1/67) Agency inquiry for clothing. E.S.B. 49134/66.
(255/66) Inquiry for precision instruments. E.S.B. 49135/66.
(3/67) Inquiry for tape player; television receiver sets. E.S.B. 579/67.
(4/67) nquiry for whisky. E.S.B. 49184/66.

Kenya
(255/66) Inquiry for seed cleaning machinery. E.S.B. 48688/66.

Libya
(255/66) Inquiry for fire fighting equipment; kitchen equipment; laundry equipment; lifts. E.S.B. 46547/66.

Netherlands
(4/67) Agency inquiry for sea fishing heavy gear. E.S.B. 875/67.

New Zealand
(2/67) Manufacture under licence – furnaces; ovens; salt baths. E.S.B. 49371/66.
(4/67) New Zealand – Australia Free Trade Agreement. C.R.E. 16678/G.

Norway
(1/67) Agency inquiry for coating cloth. E.S.B. 48675/66.
(2/67) Inquiry for women's coats. E.S.B. 48672/66.

Pakistan
(3/67) Inquiry for rubber sheet; shoe making machinery. E.S.B. 560/67.
(3/67) Inquiry for steel tube making plant. E.S.B. 561/67.

Philippines, Republic of the
(2/67) Agency inquiry for hospital laboratory and surgical equipment. E.S.B. 49376/66.
(3/67) Inquiry in respect of turn key projects. E.S.B. 48651/66.

Poland
(3/67) Inquiry for granulate producing plant. E.S.B. 48957/66.

Part of a £100,000 contract for 600 Rotork Syncropak electric valve actuators for the new BP refinery at Vohburg, Bavaria, being prepared for despatch at the Bath, Somerset, factory of Rotork Engineering Co. Ltd.

Singapore, Republic of
(255/66) Inquiry in respect of concrete piling systems and techniques – further information. E.S.B. 46346/66.
(4/67) Inquiry for kaolin plant. E.S.B. 38926/66.

South Africa
(2/67) Agency inquiry for cosmetics; optical goods; pharmaceuticals; toiletries. E.S.B. 48456/66.
(4/67) Agency inquiry for boiler gauge glasses; heaters; regulators. E.S.B. 32599/66.
(3/67) Manufacture under licence – metal chair parts. E.S.B. 32000/66.

Spain
(4/67) Inquiry for mincing and slicing machinery; band-sawing machinery. E.S.B. 44040/66.

Sweden
(4/67) Inquiry for paper. E.S.B. 49349/66.

Switzerland
(1/67) Agency inquiry for clothing. E.S.B. 40221/66.
(1/67) Agency inquiry for gas equipment and accessories. E.S.B. 48918/66.
(1/67) Agency inquiry for rubber Wellington boots. E.S.B. 474/67.
(2/67) Agency inquiry for ball and china clay. E.S.B. 37383/66.
(2/67) Agency inquiry for cosmetics and perfumery articles; plastic containers; cleaning and household articles. E.S.B. 49383/66.
(2/67) Agency inquiry for furniture; interior decorating materials and fabrics; lamps; light fittings. E.S.B. 49327/66.
(2/67) Agency inquiry for syringes and needles. E.S.B. 49175/66.
(4/67) Agency inquiry for building materials; constructional systems; industrial plastics. E.S.B. 45828//66.
(1/67) Inquiry for plastic motifs. E.S.B. 49328/66.
(4/67) Inquiry for doors; plastic containers. E.S.B. 862/67.

Thailand
(2/67) Inquiry in respect of construction projects; fertilizers and chemicals; telecommunications equipment. E.S.B. 48129/66.
(3/67) Inquiry for chemical fibre and resins; extruder machinery. E.S.B. 48691/66.

Trinidad
(3/67) Inquiry for canning and sealing equipment. E.S.B. 48359/66.
(3/67) Inquiry for filling machines; industrial kettles. E.S.B. 48590/66.

Tunisia/Rumania
(1/67) Trade Agreement. C.R.E. 13318/G.

United Arab Republic (Egypt)
(3/67) Inquiry for incandescent lamp components; radio and television receivers. E.S.B. 531/67.

United States of America
(255/66) Inquiry for electric hoists components; motors; tubes; wire rope. E.S.B. 48973/66.
(255/66) Inquiry for electronic tools and supplies. E.S.B. 48625/66.
(1/67) Inquiry for beverages; foodstuffs. E.S.B. 49323/66.
(2/67) Inquiry for automobile replacement parts. E.S.B. 47023/66.
(2/67) Manufacture under licence – automotive components and accessories. E.S.B. 48554/66.
(2/67) Manufacture under licence in Britain – inverter chargers. E.S.B. 48502/66.
(3/67) Inquiry for brass rods; condenser tubes; forgings. E.S.B. 591/67.
(3/67) Manufacture under licence in Britain – torque control device. E.S.B. 49338/66.
(4/67) Inquiry for cable. E.S.B. 802/67.
(4/67) Inquiry for electric motors; relays; rotor and stator sets. E.S.B. 49399/66.

Zambia
(1/67) Agency inquiry for carpets and floor coverings. E.S.B. 49304/66.
(2/67) Agency inquiry for automotive bulbs; hand cleaners. E.S.B. 49326/66.
(2/67) Inquiry for brushes. E.S.B. 48382/66.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Suspension of import duties

THE *Board of Trade Journal* of January 14, 1966 contained details of the extension until December 31, 1966 of the arrangement made between the United Kingdom and the European Economic Community for the simultaneous suspension of import duties on tea and tropical hardwoods (tariff headings 09.02, 09.03, 44.03, 44.04 and 44.05).

By an exchange of letters on December 23, 1966, the United Kingdom and the European Economic Community have agreed to extend the agreement for a further year until December 31, 1967.

Free movement of goods

THE *Journal Officiel des Communautés Européennes* No. 220, dated November 30, 1966, contains the text of two Directives of the European Economic Community designed to remove a certain number of obstacles to the free movement of certain products within the Common Market.

The first, No. 66/682/CEE, is to abolish laws and regulations making the import of a product to be allowed free movement conditional upon the export, purchase or sale of the same or of another domestic product.

The second, No. 66/683/CEE, is to eliminate any difference in treatment between domestic products and foreign products to be allowed free movement by way of laws and regulations prohibiting the use of the said imported products and prescribing the use of domestic products or making the enjoyment of an advantage conditional upon the use of the latter.

Copies of the following unofficial translations of the text of these directives may be obtained, if required, from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2354/2355). The official French text of the directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Directive by the Commission of November 7, 1966

Abolishing legislative and administrative provisions which tie imports of a product which, in pursuance of Articles 9 and 10 of the Treaty, is entitled to free circulation, to exports or else to the purchase or to the sale of the same or of another national product. (66/682/CEE).

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY, having regard to the provisions of the Treaty establishing the European Economic Community, and in particular Article 33 (7),

having regard to the Member States' legislative and administrative provisions existing at the entry into force of the Treaty, which tie imports of a product which, in pursuance of Articles 9 and 10 of the Treaty, is entitled to free circulation, to exports of the same or of another product or else to the purchase or to the sale of the same or of another national product;

whereas any difficulty existing for exports or else for the purchase or the sale to which a legislative or administrative provision ties imports of a product, becomes, by the effect of that provision, at the same time a difficulty for imports;

whereas, for these reasons, legislative and administrative provisions which tie imports of a product to exports or else to the purchase or to the sale of the same or of another product of national origin are an obstacle to imports which, in the absence of those provisions, might take place, and whereas they thus have an effect equivalent to that of quantitative restrictions on imports;

whereas a legislative or administrative provision which ties imports of a product to exports of the same or of another product or to the purchase or to the sale of the same or of another product of national origin does not lend itself easily to gradual abolition;

whereas a considerable part of the transitional period has already elapsed and whereas the national industries which are protected by legislative and administrative provisions of the above-mentioned type have had sufficient time to prepare themselves for the abolition of the latter;

whereas economic development has enabled tariff and quota protection to be abolished between the Member States before the time-limits fixed by the Treaty and whereas, in particular, the quota system for most products has been abolished in each of the Member States; whereas, moreover, measures having an effect equivalent to quantitative restrictions on imports are prohibited for products which are covered by regulations establishing common organizations of markets;

whereas the legislative and administrative provisions of the above-mentioned type, which come under the application of the provisions of Article 37 (1) or which form an integral part of a national agricultural market organization, are withdrawn from the application of Article 33 (7) of the Treaty;

whereas certain products of the sugar and fatty substances sectors do not come under a national market organization in all the Member States; whereas the application to those products of the present directive, before that of the regulations to be adopted by the Council, establishing a common organization of markets in the sector of the product in question, might result in difficulties in certain Member States; whereas similar difficulties might also arise from application of the directive to the products listed in heading 15.10 which, on account of their nature, are covered in certain Member States by the provisions referred to in the present directive; whereas it is consequently advisable to postpone, for the products in question, the abolition of legislative and administrative provisions of the above-mentioned type until the implementation of the regulations in question,

HAS ADOPTED THE PRESENT DIRECTIVE:

Article 1

The present directive deals with legislative and administrative provisions existing at the entry into force of the Treaty and which tie imports of a product which, in pursuance of Articles 9-10 of the Treaty, is entitled to free circulation, to exports or else to the purchase or to the sale of the same national product or to another national product.

Article 2

Member States shall take all measures required for abolishing the provisions referred to in Article 1 at the latest on February 1, 1967.

Article 3

The present directive shall not apply to the provisions:

(a) Coming under Article 37 (1) of the Treaty;
(b) Forming an integral part of a national agricultural market organization;
(c) Covering the products shown in the annex to the present directive.

Article 4

The present directive is addressed to all the Member States.

Brussels, November 7, 1966.

By the Commission
The President
WALTER HALLSTEIN

Annexe

Referred to in Article 3(c) of Directive No. 66/683/CEE

Number of the Common Customs Tariff	Description of Goods
	A. **Products of the fatty substances sector**
12.01	Oil seeds and oleaginous fruit, whole or broken.
12.02	Flours or meals of oil seeds or oleaginous fruit, non-defatted (excluding mustard flower).
15.04	Fats and oils, of fish and marine mammals, whether or not refined.
ex 15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified, excluding olive oil.
15.10	Fatty acids, acid oils from refining; fatty alcohols.
15.12	Animal or vegetable oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared.
15.13	Margarine, imitation lard and other prepared edible fats.
ex 15.17	Residues resulting from the treatment of fatty substances or animal or vegetable waxes, excluding those containing oil with the characteristics of olive oil.
ex 23.04	Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils, excluding olive-cake and other residues from the extraction of olive oil.
	B. **Products of the sugar sector**
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
17.01	Beet sugar and cane sugar, solid.
ex 17.02	Other sugars (excluding lactose and glucose); sugar syrups (excluding lactose and glucose syrup); artificial honey (whether or not mixed with natural honey); caramel.
17.03	Molasses, whether or not decolourized.
ex 17.05	Flavoured or coloured sugars (excluding lactose and glucose), syrups (excluding lactose and glucose syrups) and molasses, but not including fruit juices containing added sugar in any proportion.
20.03	Fruit preserved by freezing, containing added sugar.
20.04	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glacé or crystallized).
ex 20.05	Jams, fruit jellies, marmalades, fruit purées and fruit pastes, being cooked preparations, containing added sugar.
ex 20.06 B	Fruits (other than shell-fruits and ground nuts) otherwise prepared or preserved, whether or not containing added spirit and containing added sugar.
ex 20.07	Fruit juices (including grape must) and vegetable juices, containing added sugar, but unfermented and not containing spirit.

Directive of the Commission of November 7, 1966

Removing all differences of treatment between national products and products which, in pursuance of Articles 9 and 10 of the Treaty, are entitled to free circulation, with regard to the legislative and administrative provisions which prohibit the utilization of the aforesaid imported products and which prescribe the utilization of national products or which render a benefit subject to such utilization (66/683/CEE).

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY, having regard to the provisions of the Treaty establishing the European Economic Community, and in particular Article 33 (7),

having regard to Member States' legislative and administrative provisions, in existence at the entry into force of the Treaty, which lay down that the products involved in total or partial utilization must be products of national origin or must not be imported products;

having regard to Member States' legislative and administrative provisions, in existence at the entry into force of the Treaty, which render entitlement to a benefit subject to the total or partial utilization of a product of national origin;

whereas such provisions, by reserving markets for national products, are an obstacle to imports which, in the absence of such provisions, might take place, and whereas they thus have an effect equivalent to that of quantitative restrictions on imports;

whereas Article 33 (7) is not applicable to the aids referred to in Article 92;

whereas the legislative and administrative provisions of the above-mentioned type do not lend themselves easily to gradual adaptation with a view to the removal of all differences of treatment between national products and products which are, in pursuance of Articles 9 and 10 of the Treaty, entitled to free circulation;

whereas a considerable part of the transitional period has already elapsed and whereas the national industries which are protected by legislative and administrative provisions of the above-mentioned type have had sufficient time to prepare themselves for the removal of all differences of treatment between national products and the products which are, in pursuance of Articles 9 and 10 of the Treaty, entitled to free circulation;

whereas economic development has enabled tariff and quota protection to be abolished between the Member States before the time-limits laid down in the Treaty and whereas, in particular, the quota system for most products has been abolished in each of the Member States; whereas, moreover, measures having an effect equivalent to quantitative restrictions on imports are prohibited for agricultural produce which is covered by regulations establishing common organizations of markets;

whereas the legislative and administrative provisions of the above-mentioned type, coming under the application of the provisions of Article 37 (1) of the Treaty or which are an integral part of a national agricultural market organization, are withdrawn from the application of Article 33 (7);

whereas certain products of the sugar and fatty substances sectors do not, in all the Member States, come under a national market organization; whereas the application to the aforesaid products of the present directive, before that of the regulations to be adopted by the Council and establishing a common organization of markets in the sector of the products in question, might result in difficulties in certain Member States; whereas it is consequently advisable to postpone, for the products in question, the removal of all differences of treatment between national products and products imported from the other Member States, with regard to the legislative and administrative provisions of the above-mentioned type, until the implementation of the regulations in question;

whereas the Commission has been invited by the Council to submit to it a proposal concerning the establishment of a common organization of markets in the unmanufactured tobacco sector, accompanied by proposals concerning the adjustment of monopolies and the abolition of discrimination in the tobacco sector; whereas consequently it is advisable to postpone the removal of all differences of treatment between national products and products imported from the other Member States, with regard to provisions of the above-mentioned type which are laid down by the German law on tobacco (Tabaksteuergesetz) of May 6, 1953, as amended on January 17, 1963;

whereas the Commission have been invited to submit, before March 14, 1967, a proposal on the establishment of a common organization of the markets for table wines ['vins de consommation courante'] which is to end in free circulation for those products not later than October 31, 1969; whereas, concomitantly with that market organization, harmonization of laws will have to be achieved in that sector; whereas consequently it is advisable to postpone removal of all differences of treatment between national products and products imported from other Member States, with regard to the provisions of the above-mentioned type which are

laid down in the German law on wine of July 25, 1930, as amended by the law of June 4, 1957;

whereas it is advisable to exclude from the field of application of the present directive regulations which cause the use of trade marks and trade names indicating origin and presupposing by their very nature a specific origin of the processed products to depend on the processing of products of a specific origin;

whereas legislative and administrative provisions of the above-mentioned type, concerning contracts concluded by the State, its territorial organizations and other legal persons under public law will be dealt with in a special directive,

HAS ADOPTED THE PRESENT DIRECTIVE:

Article 1

The present directive deals with the legislative and administrative provisions, in existence at the entry into force of the Treaty, which:

(a) prohibit the total or partial utilization of an imported product;
(b) prescribe the total or partial utilization of a national product;
(c) render entitlement to a benefit, other than an aid within the meaning of Article 92 of the Treaty, subject to the total or partial utilization of a national product.

'Utilization' within the meaning of the present Article means use, consumption and employment in processing or processes of incorporation.

Article 2

Member States shall, not later than February 1, 1967, adopt all provisions required for removing, in the provisions referred to in Article 1, all differences of treatment between, on the one part, national products, and, on the other part, products which are, in pursuance of Articles 9 and 10 of the Treaty, entitled to free circulation.

Article 3

The present directive shall not be applicable to provisions:

(a) coming under Article 37 (1) of the Treaty;
(b) forming an integral part of a national agricultural market organization;
(c) covering products listed in the annexe to the present directive;
(d) coming under the provisions of the law of the Federal Republic of Germany of May 6, 1953, as amended on January 17, 1963, relating to tobacco taxation (Tabaksteuergesetz);
(e) coming under the provisions of paragraph 2, sub-paragraph 2, and of paragraph 14, sub-paragraph 3, of the law of the Federal Republic of Germany on wine of July 25, 1930, as amended by the law of June 4, 1957.

Article 4

The present directive shall not be applicable to:

(a) the regulations relating to trade names and trade marks indicating origin;
(b) the provisions concerning contracts concluded by the State, its territorial organizations and other legal persons under public law.

Article 5

The present directive is addressed to all the Member States.

Brussels, November 7, 1966.

By the Commission
The President
WALTER HALLSTEIN

Annexe

Referred to in Article 3(c) of Directive No. 66/683/CEE

Number of the Common Customs Tariff	Description of Goods
	A. Products of the fatty substances sector
12.01	Oil seeds and oleaginous fruit, whole or broken.
12.02	Flours or meals of oil seeds or oleaginous fruit, non-defatted (excluding mustard flower).
15.04	Fats and oils, of fish and marine mammals, whether or not refined.
ex 15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified, excluding olive oil.
15.12	Animal or vegetable oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared.
15.13	Margarine, imitation lard and other prepared edible fats.
ex 15.17	Residues resulting from the treatment of fatty substances or animal or vegetable waxes, excluding those containing oil with the characteristics of olive oil.
ex 23.04	Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils, excluding olive-cake and other residues from the extraction of olive oil.
	B. Products of the sugar sector
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
17.01	Beet sugar and cane sugar, solid.
ex 17.02	Other sugars (excluding lactose and glucose); sugar syrups (excluding lactose and glucose syrup); artificial honey (whether or not mixed with natural honey); caramel.
17.03	Molasses, whether or not decolourized.
ex 17.05	Flavoured or coloured sugars (excluding lactose and glucose), syrups (excluding lactose and glucose syrups) and molasses, but not including fruit juices containing added sugar in any proportion.
20.03	Fruit preserved by freezing, containing added sugar.
20.04	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glacé or crystallized).
ex 20.05	Jams, fruit jellies, marmalades, fruit purées and fruit pastes, being cooked preparations, containing added sugar.
ex 20.06 B	Fruits (other than shell-fruits and ground nuts) otherwise prepared or preserved, whether or not containing added spirit and containing added sugar.
ex 20.07	Fruit juices (including grape must) and vegetable juices, containing added sugar, but unfermented and not containing spirit.

FEDERAL REPUBLIC OF GERMANY

Quota for goods sold at the Berlin Food Fair

THE Federal German authorities are making available special quotas to cover the sale of goods still subject to import restrictions at the Grüne Woche Food Fair to be held in Berlin from January 27 to February 5, 1967.

The currency allocation to British exhibitors will be DM 150,000 plus currency for 500 hectolitres of wine. Of this amount DM 100,000 may be used for prepared vegetables, pot herbs, fruit and plants or parts of plants and DM 50,000 for farinaceous products. Additional quotas for tinned fruit and vegetables may be applied for, if required.

Licences for goods which are subject to quota will be allocated to firms in accordance with space booked. United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn by January 16, 1967. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2307).

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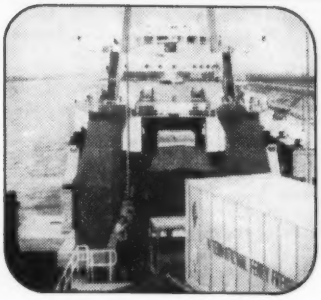

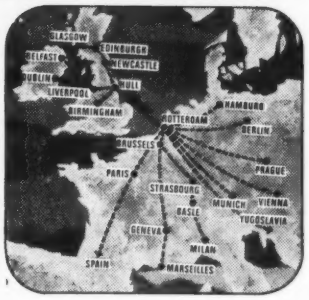

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THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D6/9552 of December 29, 1966 (*Nederlandse Staatscourant* No. 254 of December 30), contains a *consolidated* list of goods (reproduced below) to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may not be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from January 1, 1967.

(1) Tariff No.	(2) Description of Goods	(3) Annual quota (Quantity: Metric tons)		(4) Duty-free or reduced duty (Per cent.)	
		OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)	OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)
Ex 03.01 B I c	Pilchards ("sardina ocellata") destined for the fish preserves industry	—	700	—	6
08.02 A I a 08.02 A II a	Seville oranges	150	150	6	8
				(Jan. 1, 1966—Mar. 31, 1966)	(Jan. 1, 1967—Mar. 31, 1967)
				4.5 (April 1, 1966—Oct. 15, 1966)	6 (April 1, 1967—Oct. 15, 1967)
				6 (Oct. 16, 1966—Dec. 31, 1966)	8 (Oct. 16, 1967—Dec. 31, 1967)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg	545*	346‖	2.4	2.4
Ex 38.08 C III	Hydrogenated polymerized and dimerized rosins	3,750	3,200	1.7	2
Ex 40.11 C	Outer tyres destined for use in maintenance of aircraft of the types DC8, DC9 and Boeing	—	△	—	Free
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials	15	15	2.5	3
Ex 73.01 B II b	Haematite pig iron and cast iron, containing not more than 0.03% by weight of manganese, *other than* obtained entirely by the wood charcoal process, containing not more than 0.07% by weight of phosphorus nor more than 0.03% by weight of sulphur	10,000†	3,000**	5	3
73.02 C	Ferro-silicon	2,700§	3,270	Free	Free
73.02 D	Ferro-silico-manganese	200¶	110	Free	Free
Ex 73.02 E I	Ferro-chromium, containing not more than 0.10 per cent by weight of carbon and more than 30 per cent by weight but not more than 90 per cent by weight of chromium (highly refined ferro-chromium)	35	60	Free	Free
73.05 A	Iron and steel powders	1,750	2,000	2.9	3.2
Ex 73.13 B IV e 2	Sheets and plates of iron or steel, clad with nickel, "monel" metal or stainless steel	140	140	6	6
73.13 A I and 73.15 B VI a 1	"Electrical" sheets and plates with a watt-loss regardless of thickness of 0.75 watt or less	1,000‡	2,000	6	6
Ex 73.15 B IV b 1	Wire rod of stainless steel	300	300	6	6
Ex 73.15 B IV b 2	Bars and rods of stainless steel				
Ex 73.15 B IV b 2	Bars and rods of alloy tool steel, namely steel, other than high speed steel, containing *either*:				

(1) Tariff No.	(2) Description of Goods	(3) Annual quota (Quantity: Metric tons)		(4) Duty-free or reduced duty (Per cent.)	
		OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)	OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)
	At least 0.60% by weight of carbon; Less than 0.04% by weight of sulphur and phosphorus, each of these elements taken separately; Less than 0.07% by weight of sulphur and phosphorus taken together; Not more than 2% by weight of manganese; Not more than 1% by weight of silicon; Less than 12% by weight of chromium; Not more than 10% by weight of wolfram; Not more than 1% by weight of vanadium; Not more than 5% by weight of nickel; Not more than 1% by weight of molybdenum; Not more than 2% by weight of cobalt; *or*: Not more than 13% by weight of chromium, but more than 1% by weight of carbon	100	100	6	6
Ex 73.15 B IV b 1	Wire rod of high speed steel	75	75	6	6
Ex 73.15 B IV b 2	Bars and rods of high speed steel				
76.01 A	Unwrought aluminium	13,000	13,000	5	5
78.01 A	Unwrought lead	30,500	18,000**	Free	Free
79.01 A	Unwrought zinc	10,000	10,000	Free	Free

△ (Outer tyres up to a total import value of N. florins 1,201,840.
* Quota for the period from January 1, 1966, to November 30, 1966.
‡ Quota for the second half of 1966.
‖ Quota for the period from December 1, 1966, to November 30, 1967.
** Quota for the first half of 1967.
† This quota was for:
"Haematite pig iron and cast iron containing 1.5% *or less* by weight of manganese, *other than* obtained entirely by the wood charcoal process, containing not more than 0.07% by weight of phosphorus nor more than 0.03% by weight of sulphur".
§ In 1966, there was also an import duty tariff quota for ferro-silicon of 300 metric tons at a reduced duty of 1.5%.
¶ In 1966, there was also an import duty tariff quota for ferro-silico-manganese of 100 metric tons at a reduced duty of 0.9%.

A previous notice on the Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of December 16, 1966, page 1542.

GIBRALTAR

Customs tariff amendments

THE BOARD OF TRADE have received a copy of Gibraltar *Government Gazette* No. 1,025 of December 24, 1966, which states that:

1. The First Part of the First Schedule to the Imports and Exports Ordinance is amended as follows:

Item No.	Article	Preferential Duty	General Duty
2	Motor spirit, per gallon	1/6	1/6
12	Mechanical lighters and fashioned and component parts thereof other than flints imported separately, *ad valorem*	10%	10%
13	Cameras and accessories and component and fashioned parts thereof, *ad valorem* (excluding photographic films)	10%	10%
14	Cinematographic projectors and component and fashioned parts thereof, *ad valorem*	10%	10%
15	Radiograms and component and fashioned parts thereof, *ad valorem*	10%	10%
16	Safety razor blades, *ad valorem*	10%	10%
25	Goods not otherwise enumerated in either the First or Second part of this Schedule unless imported by or supplied to the City Council or other public statutory authority exclusively for purposes of a public utility undertaking or imported by or supplied to Cable & Wireless Ltd., exclusively for the purpose of transmitting or receiving telegraphic messages, *ad valorem*	5%	5%
26	Foodstuffs	Free	Free
27	Beverages not otherwise enumerated in either the First or Second Part of this Schedule	Free	Free
28	Medical supplies and Pharmaceutical products that is to say: (i) Organo-therapeutic glands or other organs, dried, whether or not powdered; organo-therapeutic extracts of glands or other organs or of their secretions; other animal substances prepared for therapeutic or prophylactic uses; (ii) antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products; (iii) medicaments, i.e., products whether comprising one or more constituents compounded together, or put up in measured doses or in forms or in packings of a kind sold by retail for therapeutic or prophylactic purposes; (iv) wadding, gauze, bandages and similar articles (for example dressings, adhesive plasters, poultices) impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes; (v) sterile surgical catgut and similar sterile suture materials, sterile laminaria and sterile laminaria tents; sterile absorbable surgical haemostatics; opacifying preparations for X-ray examinations and other diagnostic reagents designed to be administered to the patient, being products comprising one or more constituents put up in measured doses or mixed or compounded together for such uses; dental alloys, dental cement and other dental fillings; and first aid boxes and kits	Free	Free
29	Basic building materials, that is to say: (i) Aluminium sheets (ii) Asbestos sheets (iii) Asphalt (iv) Blocks, cement and clay (v) Bricks (vi) Cement (vii) Girders (viii) Gutters and brackets therefor (ix) Gypsum (x) Lead sheets (xi) Lime (xii) Pipes, drain, not less than 2 in. in diameter internally (xiii) Pipes, rainwater, not less than 3 in. in diameter internally (xiv) Rods, steel, for reinforcing concrete (xv) Sand (xvi) Slates, roofing (xvii) Stone (xviii) Structure steelwork (xix) Tiles (xx) Timber	Free	Free
30	Lubricating oil	Free	Free
31	Newspapers, journals and periodicals	Free	Free
32	Newsprint	Free	Free
33	Other publications (written or pictorial)	Free	Free

Items 25 to 33 above are additional items to the customs tariff.

2. The Second Part of the First Schedule to the Imports and Exports Ordinance is amended by deleting the entries in relation to the items enumerated below and substituting the following therefor:

Item No.	Article	Preferential Duty	General Duty
2 (a)	(i) Motor vehicles, *ad valorem*	8½%	8½%
	(ii) Component and fashioned parts of motor vehicles imported separately (including tyres and tubes but excluding electric bulbs) *ad valorem*	10%	10%
	(iii) Accessories (excluding safety belts) specially designed for use in motor vehicles and imported separately, *ad valorem*	10%	10%
(b)	Electric accumulators up to 200 ampere/hour capacity, *ad valorem*	10%	10%
(c)	Internal combustion engines not included under the foregoing sub-paragraph (a), capable of being used in or of being adapted for use in, a motor vehicle, *ad valorem*	10%	10%
(d)	Accessories and component and fashioned parts not included under the foregoing sub-paragraph (a), of any internal combustion engine which is capable of being used in, or of being adapted for use in a motor vehicle, *ad valorem*	10%	10%
3	Radio receiving sets and radio transmitting sets and component and fashioned parts thereof, *ad valorem*	10%	10%
4	Watches and clocks, and component and fashioned parts thereof, *ad valorem*	10%	10%
6	Fountain pens, including ball point pens, *ad valorem*	5%	5%
7	Sound recorders, sound reproducers and recording media, gramophones and record players, and accessories and component and fashioned parts thereof and records, *ad valorem*	10%	10%
8	Binoculars and telescopes, *ad valorem*	10%	10%
9	Electric shavers and component and fashioned parts thereof, *ad valorem*	10%	10%
10	Mechanical and propelling pencils and refills, *ad valorem*	5%	5%

All inquiries relating to these amendments should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2642).

ITALY

Certificates of Origin

CERTIFICATES OF ORIGIN are not now required for goods into Italy where the origin can be determined by the Customs from the normal commercial documentation and the actual examination of the characteristics of the goods (trade marks, typical products of certain countries, etc.). Certificates of Origin are still required for imports of fish products, coffee, goods shipped in bulk, liquids and gases and for goods shipped from Hong Kong, Singapore and Macao. Customs officers may at any time request the submission of a Certificate of Origin where the origin of goods is in doubt.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

IRISH REPUBLIC

Suspended duties on some iron and steel products

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Iron and Steel Products) (No. 2) Order, 1966. The effect of the Order is to amend as from January 1, 1967, Tariff Headings 73.10 (A) (2) and 73.11 (B) (3) and to suspend until June 30, 1967, the duties indicated at sub-headings 73.10 (A) (2) (b) and 73.11 (B) (3) (a) (ii).

Tariff Headings 73.10 (A) (2) and 73.11 (B) (3) as amended, read as follows:

Tariff Heading	Goods	Licensing Provision	Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
73.10 (A) (2)	Rectangles of which the greater side does not exceed 14 inches and the lesser side does not exceed 3 inches:						
	(a) of which the greater side does not exceed 5 inches and the lesser side does not exceed 1 inch	(a)	30% or £24 per ton*	30% or £24 per ton*	20% or £16 per ton*	18% or £14 8s. per ton*	16% or £12 16s. per ton*
	(b) Other	(a)	30% or £24 per ton*†	30% or £24 per ton*†	20% or £16 per ton*†	18% or £14 8s. per ton*†	16% or £12 16s. per ton*†
73.11 (B) (3)	Angles:						
	(a) of which the sum of the widths of the limbs (measured externally) is not less than 1¼ inches and not greater than 12 inches:						
	(i) of which the sum of the widths of the limbs (measured externally) is not greater than 8 inches	(a)	30% or £24 per ton*	30% or £24 per ton*	20% or £16 per ton*	18% or £14 8s. per ton*	16% or £12 16s. per ton*
	(ii) Other	(a)	30% or £24 per ton*†	30% or £24 per ton*†	20% or £16 per ton*†	18% or £14 8s. per ton*†	16% or £12 16s. per ton*†
	(b) Other	—	Free	Free	Free	Free	Free

* Where alternative rates are shown, the rate applicable is whichever is the greater.
† The operation of this duty is suspended until June 30, 1967.

The Order also continues until June 30, 1967, the suspension of the customs duties on certain iron and steel products at Tariff Headings 73.10, 73.11 and 73.13, in so far as they apply to iron or steel bars, rods, angles, shapes, sections, sheets and plates, of certain sizes.

Import quota

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964, for the period January 1, 1967 to June 30, 1967:

Goods	Quota	Quota No.
Leather footwear	82,500 pairs	3

Control of exports

THE MINISTER for Industry and Commerce in the Irish Republic has made an Order entitled the Control of Exports (Amendment) Order, 1966. The effect of the Order, which came into operation on January 2, 1967, is to remove the export control on cement and watches, following the provisions of the Anglo-Irish Free Trade Area Agreement.

SPAIN

Customs tariff

IN THE *State Gazette* of December 24, the Spanish authorities announced modifications to the following sub-heading of their customs tariff and the revised import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
29.04 A 2	Isoprophyl alcohol	20%	16%

Suspension of customs duties

IN THE *State Gazette* of December 19, the Spanish authorities announced the suspension of import duties and home tax compensation levy on "Razi" serums and vaccines against equine disease (Tariff heading 30.02A2 and 30.02B2 until March 24, 1967.

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Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every atttempt is made therefore to group countries by continents as far as possible.

SWITZERLAND

Amendments to the customs tariff

BY A DECREE of December 19, 1966, the Swiss Federal Council introduced the following new headings into the Customs Tariff with effect from January 1, 1967:

Classification	Description of Goods	Rate of Duty (Swiss Francs per 100 kg.)
28.13.24	Hydrocyanic acid (Prussic acid) (T.G.Sw.fr.4.)	0.50
29.02.34	Vinylchloride (T.G.Sw.fr.4.)	1.00

The present tariff heading, 28.35.01, is deleted, and the following new headings substituted therefor:

28.35	Sulphides, including polysulphides:	
	10—Ammonium sulphide (T.G.Sw.fr.1.)	0.50
	20—Others	1.00

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

LEBANON

Customs tariff

THE FOLLOWING amendment has been made to the Lebanese Customs Tariff:

Heading No.	Description	Basic for Collection	Normal Tariff
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled	*ad aem rlov*	Free

All enquires about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel CITy 5757 Ext. 460/462).

IRAQ

Import of spirituous liquors

THE BRITISH EMBASSY in Baghdad have reported the publication of certain regulations regarding Customs Instruction No. 15 of 1966 for Organizing the Importation of Spirituous Liquors.

For example, spirituous liquors imported into Iraq must be marked in Arabic and English, with the words 'Imported especially for Iraq'.

All importers and dealers of spirituous liquors must submit to the Customs Authority, by March 1967, a detailed statement of liquor held by them for which Customs import duty has been paid. These instructions come into force in February 1967.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE has been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industries	Products
(a) Manufacture of Miscellaneous metal products.	Safes.
(b) Chemicals.	(1) Formaldehyde. (2) Carbon activated. (3) Sodium chlorate.

The proposals to designate these products were announced in the *Board of Trade Journal* of September 23, 1966, page 777, March 18, 1966, page 642, May 6, 1966, page 1034. All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference 1237/4/G.

States of Malaya — removal of import restriction

THE MALAYSIAN *Government Gazette* dated December 15, 1966, announced that item bearing Tariff Code No. 055 522 (canned processed peas and baked beans) has been deleted from the schedule to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966.

Details of this Order, which prohibited the importation into the States of Malaya of the goods in question from all countries except and by virtue of an import licence, appeared in the *Board of Trade Journal* dated November 25, 1966, page 1359.

GHANA

Import licensing

IN THE *Board of Trade Journal* dated January 6, page 43, a notice was published referring to Notice to Importers No. 272, published in the Ghana *Commercial and Industrial Bulletin* of December 16, 1966, in which the Controller of Imports and Exports announced that: 'except under special circumstances, no application would be entertained for licences for the importation of the following goods with effect from January 1, 1967:

Customs Item No.	*Description of Commodity*
011-400	Poultry, killed or dressed, including canned poultry.
012-110	Bacon.
012-120	Ham—fresh, frozen, not canned.
013-400	Sausages—fresh, frozen, not canned.
025-010	Eggs in shell.
031-110	Fish fresh, chilled or frozen, not caught by Ghanaian-owned or Ghanaian-chartered vessels.
048-450	Cakes.
048-490	Other bakery products.
051	Fruits, fresh and nuts not including oil nut fresh or dried.

(*Continued on next page*)

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GHANA, *continued*

052	Dried fruits including artificially dehydrated.
053	Fruits preserved and fruit preparations (except 053-310 tomato puree and paste 053-500 fruit juices unfermented).
054-100	Potatoes.
062-010	Sugar confectionery not containing cocoa.
111-000	Water (including spa water and aerated water) ice and snow; lemonade and flavoured water, non-alcoholic.
071	Group coffee.
099	Food preparations (except 099-060 Natural Yeasts and prepared baking powders; 099-070 vinegar and substitutes of vinegar Ex 099-099 Baby Foods.)
112	Group alcoholic beverages.
112-210/290	Cider, perry and fermented fruit juices, n.e.s.
122-200	Cigarettes.
292-700	Cut flowers and foliage.
332-120	Motor spirit (gasoline and other light oils for similar uses) including natural gasoline, n.e.s.
332-210	Lamp oil (kerosene; illumination oil).
332-310	Gas oil.
332-320	Diesel oil.
341-710	Butane gas.
553-200	Tooth paste.
553-300	Powder.
554-110	Toilet and shaving soap.
554-130	Soap (common washing flake) powder and soft.
629	Foam rubber.
631-200	Plywood and veneered sheets and panels.
631-400	Artificial or reconstituted wood (improved wood and particle boards).
632-100	Boxes, canes, crates and parts thereof of wood.
632-710	Picture and mirror frames of wood.
632-890	Other articles of wood.
642-200	Envelopes, paper in boxes, packets, etc.
642-300	Exercise books.
642-931	Toilet papers.
656-120	Bags and sacks, other.
656-911	Cotton towels.
662-300	Refractory bricks and other refractory construction materials.
662-400	Roofing tiles, chimney pots and liners, etc.
662-030	Sheet (window) glass, plain unworked in rectangles (other than plate).
665-111	Bottles for beer and soft drinks.
684-221	Aluminium sheets.
691-200	Window louvres (Aluminium) assembled or unassembled.
694-110	Wire nails other than roofing nails, tacks (staples or iron and steel).
697-211	Domestic utensils (kitchenware) of iron and steel enamelled, excluding bath tubs, equipment and apparatus for use in hospitals.
697-219	Cast iron pot.
698-860	Name plates; sign plates, etc.
821	Group furniture.
841-011	Skirts and Blouses.
841-013	Ready-made suit for men.
841-431	Singlets knit or made of knitted fabrics, sleeveless.
842-000	Articles of fur skins.
842-000	Artficial fur and articles thereof.
851	Group footwear.
893	Group articles of plastic materials.
899-080	Ladies wigs.
899-310	Candles.
899-321, 899-322	Matches in boxes.
899-410	Sun shades.
899-420	Walking sticks, canes, etc.
899-540	Combs, made of plastic and wood.

2. Importers are reminded that goods imported without licence are subject to forfeiture and the importer renders himself liable to the penalties provided under the law. It is advisable, therefore, that a licence is obtained before any of the goods described above are imported.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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Import licensing

IN THE Notice to Importers No. 273 published in the Ghana *Commercial and Industrial Bulletin* of December 30, 1966, the Controller of Imports and Exports announces that with effect from January 1, 1967 no application will be entertained for Special Unnumbered Licence to import goods in commercial quantities intended for sale or for the promotion of any commercial activities.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 21), published as Rhodesia Notice No. 879, of December 23, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Colum B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First Schedule				
By the insertion of the following items:				
Ex 95 Transmission, conveyor and elevator chain and parts thereof excluding made-up chain for bicyles or motor vehicles . . . *ad val*	5%	Free	Frree	Free
Ex 120 (a) Aluminium rod: of sector shaped cross-section in lengths exceeding 1,000 feet, or of circular cross-section with a diameter of not less than ½ inch and not more than ⅜ inch in lengths exceeding 2,000 yards . *ad val.*	5%	Free	Free	Free

The goods (amended) specified below are suspended to an extent sufficient to reduce such duties to the effective rates shown. The provisions shall only have effect in respect of goods which have been dispatched to Rhodesia on or after December 1, 1965.

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
(a) by the repeal of the following items:				
Ex 113 (b) Side and lid handles of aluminium covered with a plastic moulding, or of plastic with aluminium fittings; of a type suitable for fittings to bodies and lids of domestic hollow-ware . *ad val.*	7½%	Free	Free	Free
Ex 331 (2) Side and lid handles of aluminium covered with a plastic moulding, or of plastic with aluminium fittings; of a type suitable for fittings to bodies and lids of domestic hollow-ware *ad val.*	7½%	Free	Free	Free
(b) by the insertion, under the appropriate headings, of the following items:				
Ex 113 (b) Side and lid handles of metal covered with a plastic moulding (including metal fittings therefor), or of plastic with metal fittings; of a type suitable for fitting to bodies and lids of domestic hollow-ware *ad val.*	7½%	Free	Free	Free
Ex 331 (2) Side and lid handles of metal covered with a plastic moulding (including metal fittings therefor), or of plastic with metal fittings; of a type suitable for fittings to bodies and lids of domestic hollow-ware *ad val.*	7½%	Free	Free	Free

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R2058 to R2063, published in the Republic of South Africa *Government Gazette* of December 23, 1966 amend the Republic's customs tariff as follows:

Tariff Heading		Statistical Unit	Rate of Duty	
			General M.F.N.	Preferential
R.2058 29.01	By the substitution for sub-heading No. 29.01.10 of the following:			
	29.01.10 Ethane, propane, butane, acetylene . . .	lb.	10%	
	Note: Methane is classifiable within tariff heading No. 27.11 at the same rate of duty.			
R.2059 40.02	By the substitution for sub-heading No. 40.02.30.10 of the following:			
	.10 Polybutadiene-styrene . .	lb.	5 c per lb.	
R.2060 68.06	Natural or artificial abrasive powder or grain, etc.			
	By the deletion of sub-heading No. 68.06.20.			
	By the substitution for sub-heading No. 68.06.90 of the following:			
	68.06.90 Other	lb.	15%	
	Note: The duty on these abrasives, except emery and corundum, is increased from free to 15%.			
R.2061 95.04	By the insertion after sub-heading No. 95.04.10 of the following:			
	95.04.20 Knitting needles and crochet hooks	lb.	Free	
R.2062 39.01	By the substitution for sub-headings Nos. 39.01.20.10 and 39,01.20.20 of the following:			
	.10 Urea formaldehyde, etherified with alcohols contaiing 3 or more carbon atoms . . .	lb.	20%	
	.15 Other urea formaldehyde . .	lb.	15%	
	.20 Melamine formaldehyde, etherified with alcohols containing 3 or more carbon atoms . . .	lb.	20%	
	.25 Other melamine formaldehyde .	lb.	15%	
R.2063 76.03	By the substitution for sub-heading No. 76.03 of the following:			
	76.03.10 Flat plates, sheets and strip (excluding circles), not coiled:			
	.10 Containing by weight, not more than 99·9% of aluminium of a thickness of not more than 0·015 in. (excluding products containing, by weight, more than: 0·5% of copper, or 1·6% of magnesium, or 4·0% of silicon) .	lb.	15%	
	.20 Containing, by weight, not more than 99·9% of aluminium, of a thickness of more than 0·015 in. but not exceeding 0·128 in. (excluding products containing, by weight, more than: 0·5% of copper, or 6·0% of magnesium, or 4·0% of silicon) .	lb.	15%	
	.90 Other . . .	lb.	Free	
	By the substitution for sub-heading No. 76.03.30.20 of the following:			
	.20 Other containing, by weight, not more than 99·9% of aluminium .	lb.	15%	
	By the substitution for sub-heading No. 76.03.50.20 of the following:			
	.20 Other containing, by weight, not more than 99·9% of aluminium, of a thickness of not more than 0·128 in. (excluding products containing, by weight, more than: 0·5% of copper, or 6·0% of magnesium, or 4·0% of silicon) . . .	lb.	15%	
	By the substitution for sub-heading No. 76.03.80 of the following:			
	76.03.80 Circles containing, by weight not more than 99·9% of aluminium, of a diameter not exceeding 48 in. and of a thickness not exceeding 0·25 in. (excluding products containing, by weight, more than: 0·5% of copper, or 6·0% of magnesium, or 4·0% of silicon) . .	lb.	15%	

NOTE: The rate of duty on certain wrought plates, sheets, strip and circles, of aluminium, is increased from free to 15 per cent.

AUSTRALIA

Tariff changes (including temporary duties)

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on December 16 (tariff items 59.08 onwards) and December 21, 1966 (Chapter 29). Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After note 7 to Chapter 29 insert the following notes:— 8 *The following goods are specified for the purposes of paragraph* 29.04.31 *or* 29.04.39 *or sub-paragraph* 29.14.214 *or* 29.14.215, *that is to say, goods that:* (*a*) *were in transit to Australia on* 14*th November*, 1966; *and* (*b*) *are entered for home consumption within* 21 *days after importation.* 9 *For the purposes of sub-item* 29.04.3 *and sub-paragraph* 29.14.214 *and* 29.14.215, *the landed price of goods that have been imported into Australia is an amount, expressed in Australian currency, equal to the sum of:* (*a*) *the f.o.b. price as defined by the Customs Tariffs* 1966; (*b*) *the amounts paid or to be paid in respect of the transport and insurance of the goods after they have been exported to Australia; and* (*c*) *duties of Customs imposed by the Customs Tariffs* 1966, *as altered or proposed to be altered, but not including temporary duties.* 10 *For the purposes of sub-paragraph* 29.14.213, *the landed price of goods that have been imported into Australia is an amount, expressed in Australian currency equal to the sum of:* (*a*) *the f.o.b. price as defined by the Customs Tariffs* 1966; (*b*) *the amounts paid or to be paid in respect of the transport and insurance of the goods after they have been exported to Australia; and* (*c*) *duties of Customs imposed by the Customs Tariffs* 1966, *as altered or proposed to be altered, but not including support duties.*				
29.04 29.04.300	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives: [Butyl alcohols]	25%	15%	25% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV
				(Under new item 29.04.310)	
				25% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV
				(Under new item 29.04.390)	
29.04.3 29.04.310	*Butyl alcohols* *isoButyl alcohol* *Determined support price for calculation of SDV – $310 per ton*	25% (Under former item 29.04.300)	15%	25% and, except in respect of goods specified in note 8 to this Chapter a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV
29.04.390	*Other* *Determined support price for calculation o JSDV – $350 per ton*	25% (Under former item 29.04.300)	15%	25% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV
29.14	Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:				
29.14.2	Esters of mono-acids:				
29.14.21 29.14.211	[Amyl acetates; ethyl acetate; butyl acetates; vinyl acetate: Amyl acetates; ethyl acetate	25%	15%	No change (Under new items 29.14.211; 212)	
29.14.212	Butyl acetates]	25%	15%	25% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV
				(Under new items 29.14.214; 215)	
29.14.211	*Amyl acetates*	No change (Under former item 29.14.211)		25%	15%
29.14.212	*Ethyl acetate*	No change (Under former item 29.14.211)		25%	15%
29.14.214	*isoButyl acetate* *Determined support price for calculation of SDV – $310 per ton*	25% (Under former item 29.14.212)	15%	25% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV
29.14.215	*Butyl acetates not falling within sub-paragraph* 29.14.214 *Determined support price for calculation of SDV – $350 per ton*	25% (Under former item 29.14.212)	15%	25% and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of 90% of SDV	15% and, except in respect of goods specified in note 8 to this Chapter a temporary duty of 90% of SDV
29.14.260	[Esters of a kind used for flavouring, not being goods falling within sub-paragraph 29.14.211, 29.14.212 or paragraph 29.14.23	40% Primage 10%	22½% Primage 5%	No change (Under new item 29.14.260)	
29.14.260	*Esters of a kind used for flavouring, not being goods falling within sub-paragraph* 29.14.211, 29.14.212, 29.14.214, 29.14.215 or *paragraph* 29.14.23	No change (Under former item 29.14.260)		40% Primage 10%	22½% Primage 5%
	After note 6 to Chapter 59 *insert the following note:* 7 *The following goods are specified for the purposes of paragraph* 59.08.92, *that is to say, goods that:* (*a*) *were in transit to Australia on* 7*th November*, 1966; *and* (*b*) *are entered for home consumption within* 21 *days after importation.*				
59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials:				
59.08.9	Impregnated or coated wth other materials				
59.08.920	*New paragraph* *Goods in which a or the textile fabric contains not less than* 20% *by weight of man-made fibres, not being pressure sensitive adhesive fabrics or goods falling within paragraph* 59.08.91	7½% (Under former item 59.08.990)	Free	7½% and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 47½%, or, if higher, $0.25 per sq. yd.	Free; and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 37½%, or, if higher, $0.25 per sq. yd., less 10%.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.08.990	[Other]	7½%	Free	No change (Under new item 59.08.990)	
				7½%; and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 47½%, or, if higher, $0.25 per sq. yd.	Free; and, except in respect of goods specified in note 7 to this Chapter, a temporary duty of 37½%; or, if higher, $0.25 per sq. yd., less 10%
59.08.990	*Other*	No change (Under former item 59.08.990)		(Under new item 59.08.920) 7½%	Free
68.14	Friction material (that is to say, segments, discs, washers, strips, sheets, plates, rolls and the like) suitable for brakes, for clutches or the like, with a basis of asbestos, of other mineral substances or of cellulose, whether or not combined with textile or other materials:				
68.14.1	Segments, discs, washers and the like, for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9, *or paragraph* 87.14.11				
70.14	Illuminating glassware, signalling glassware and optical elements of glass, not optically worked or of optical glass:				
70.14.4	Reflectors and refractors for lighting purposes, not falling within sub-item 70.14.2:				
70.14.410	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotterpins, washers and spring washers, of iron or steel:				
73.32.100	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
73.35	*Springs and leaves for springs, of iron or steel:				
73.35.400	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9, *or paragraph* 87.14.11 not being goods falling within sub-item 73.35.3	35%	27½%	No change	
74.15	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper:				
74.15.100	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
83.01	Locks and padlocks (whether key, combination or electrically operated), and parts therefor, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts for such frames, of base metal; keys for any of the foregoing goods, whether finished or not, of base metal:				
83.01.100	Locks (whether with or without keys), and parts therefor, for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
83.02	Base metal fittings and mountings suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:				
83.02.1	Specially designed for coachwork:				
83.02.110	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers (whether charged or not); spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines:				
84.21.6	[Appliances of a kind commonly used for spraying pesticides or herbicides:]				
84.21.6	*Appliances of a kind commonly used for spraying or dispersing pesticides or herbicides*				
85.06	Electro-mechanical domestic appliances with self-contained electric motor				
85.06.9	Other:				
85.06.910	[Appliances for working in the hand	32½%	20%	45% Primage 5% (Under new item 85.06.910)	22½%
85.06.990	Other]	55%	27½%	55% (Under item 85.06.990)	27½%
85.06.910	*Egg whisks or beaters, not being appliances designed primarily for operation on the table or bench; can openers*	32½% (Under former item 85.06.910)	20%	No change (Under new item 85.06.990) 45% Primage 5%	22½%
85.06.990	*Other*	No change (Under former item 85.06.990) 32½% (Under former item 85.06.910)	20%	55%	27½%
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:				
85.09.9	Other:				
	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11				
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connexions to or in electrical circuits (including switches, relays, fuses, lightning arresters, surge suppressors, plugs, lamp-holders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentio-meters), other than heating resistors; switchboards (other than telephone switchboards) and control panels:				
85.19.2	Apparatus for making and breaking electrical circuits not falling within sub-item 85.19.1				
85.19.250	Switches and relays for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
85.19.3	Apparatus for the protection of electrical circuits, not falling within sub-item 89.19.1				
85.19.31	Fuses:				
85.19.312	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11	35%	27½%	No change	
	Omit note 9 to Chapter 87, insert the following note:				
	9 *The following components are specified for the purposes of sub-paragraphs* 87.14.119 *and* 87.14.219:				
	(*a*) *tyres and tubes*;				
	(*b*) *shock absorbers*.				
87.14	Other vehicles (including trailers), not mechanically propelled, and parts therefor:				
87.14.1	Vehicles:				
87.14.11	[Trailer units for articulated motor vehicles:]				
87.14.11	*Semi-trailers for articulated motor vehicles*				
87.14.2	Parts:				
87.14.21	[For use as original components in the assembly or manufacture of trailer units for articulated motor vehicles:				
87.14.211	Shock absorbers imported separately or otherwise	42½%	35%	No change (Under new item 87.14.211)	

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Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
87.14.219	Other	35%	27½%	In respect of a component specified in Note 9 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately for use as an original component in the assembly or manufacture of a vehicle of a kind falling within paragraph 87.14.11; in respect of the remainder of the goods – 35% (Under new	In respect of a component specified in Note 9 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately for use as an original component in the assembly or manufacture of a vehicle of a kind falling within paragraph 87.14.11; in respect of the remainder of the goods – 27½% item 87.14.219)
87.14.21	*For use as original components in the assembly or manufacture of semi-trailers for articulated motor vehicles:*				
87.14.211	*Shock absorbers and parts therefor*	No change (Under former item 87.14.211)		42½%	35%
87.14.219	*Other*	35% (Under former item 87.14.219)	27½%	In respect of a component specified in Note 9 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately for use as an original component in the assembly or manufacture of a vehicle of a kind falling within paragraph 87.14.11; in respect of the remainder of the goods – 35%	In respect of a component specified in Note 9 to this Chapter – the rate of duty set out in this column that would apply to the component if it were imported separately for use as an original component in the assembly or manufacture of a vehicle of a kind falling within paragraph 87.14.11; in respect of the remainder of the goods–27½%
94.01	Chairs and other seats (other than those falling within item 94.02), whether or not convertible into beds; and parts therefore:				
94.01.2	Parts for chairs and for other seats.				
94.01.29	Other.				
94.01.292	For use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9 *or paragraph* 87.14.11 . .	35%	27½%	No change	

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

1. **Mushrooms** (Chapters 7 and 20 of the Australian Tariff, and
2. **Static transformers** exceeding 75,000 volts (Tariff items 85.01.491 and 85.01.499).

Details of the tariff items under which the static transformers are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
85.01	Electrical goods as follows: generators, motors, converters (whether rotary or static), transformers, rectifiers (including metal tank mercury arc rectifiers) and rectifying apparatus, inductors:		
85.01.4	Static transformers:		
85.01.49	Other:		
85.01.491	Rated for use at nominal system voltages exceeding 75,000 and having kVA ratings less than 50	7½%	Free
*85.01.492	Rated for use at nominal system voltages less than 66,000 and having a kVA rating not exceeding 16,750; rated for use at nominal system voltages not less than 66,000 and not exceeding 75,000 and having a kVA rating not exceeding 1,375	37½%	22½%
85.01.499	Other	37½%	25½%

* This item is shown for information only and does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **January 30.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. (1) CRE 84/67, (2) CRE 85/67.

Dumping duties

FELT-BASED floor coverings and X-ray film have recently been made the subject of dumping duties under the Australian Customs (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 2442/65 and CRE 303/66 respectively.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 31 *of January* 6 *issue.*

New Zealand—Australia free trade agreement

PURSUANT TO Article 3 of the New Zealand-Australia Free Trade Agreement Act, 1965, details of which were published in the *Board of Trade Journal* on September 17, 1965 (page 638) and September 24, 1965 (page 704), the following list of products have been nominated by New Zealand and Australia for addition to Schedule A on January 1, 1968.

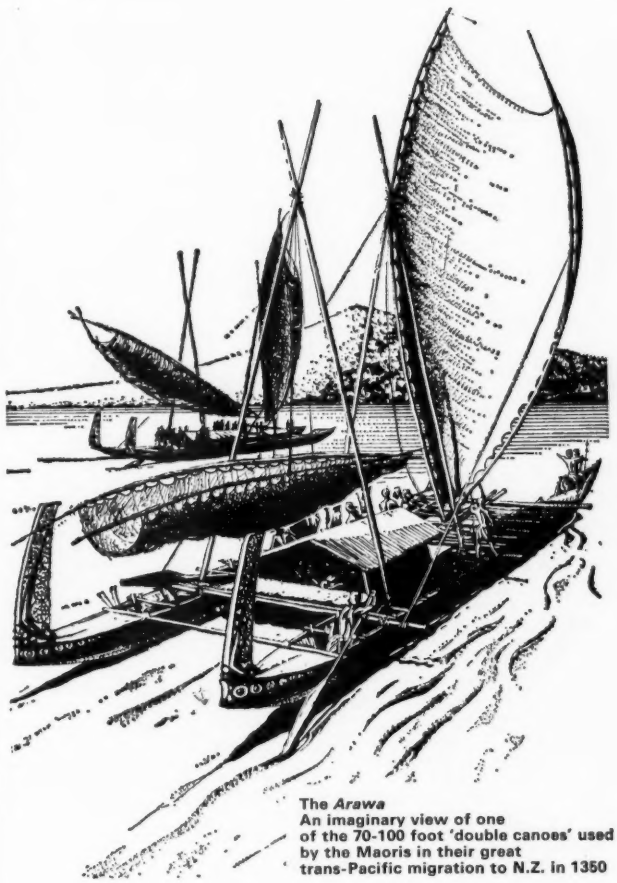
Prior to formal inclusion in Schedule A, interested persons are invited to make representations on any product or products. Notification of intention to lodge a submission should be sent to the Secretary, Department of Industries and Commerce, Private Bag, Wellington, by February 6, 1967. Detailed submissions will be required in the department by February 28, 1967. The form of submission will be notified to those persons making representations. Any inquiries on procedures should be directed to the Department of Industries and Commerce, Wellington.

Description of products is given in terms of the new New Zealand Tariff which will come into operation on July 1, 1967. The current tariff number is shown alongside the new tariff item number.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

	Brussels Tariff Nomenclature	New Zealand	Tariff Item
Heading No.	Description	1962	1967
05.08	Bones and horn-cores, unworked, defatted, simply prepared (but not cut to shape), treated with acid or degelatinised; powder and waste of these products	291.110.0	05.08.00
05.12	Coral and similar substances, unworked or simply prepared but not otherwise worked; shells, unworked or simply prepared but not cut to shape; powder and waste of shells	291.150.0	05.12.00
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes; fresh, dried, dyed, bleached, impregnated or otherwise prepared	292.711.1 292.711.9	06.03.01 06.03.09
Ex 08.01	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:		
	Viz:		
	Bananas, fresh	051.300.0	08.01.10
	Dates, dried	052.010.1	08.01.91
Ex 09.10	Thyme, saffron and bay leaves; other spices:		
	Not including:		
	Curry powder comprising a mixture of spices falling within this Chapter; Saffron, ginger, unground, thyme, saffron, bay leaves or other spices, ground	075.290.7	09.10.05
10.02	Rye	045.100.0	10.02.00
11.06	Flour and meal of sago and of manioc, arrow-root, salep and other roots and tubers falling within heading No.07.06	055.440.0	11.06.00
Ex 12.01	Oil seeds and oleaginous fruit, whole or broken:		
	Viz:		
	Ground-nuts (peanuts) in shell	221.100.1	12.01.11
Ex 12.07	Plants and parts (including seeds and fruit) of trees, bushes, shrubs or other plants, being goods of a kind used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal or similar purposes, fresh or dried, whole, cut, crushed, ground or powdered:		
	Not including:		
	Pyrethrum flowers, hellebore, derris root	292.401.9	12.07.09
Ex 12.10	Mangolds, swedes, fodder roots; hay, lucerne, clover, sainfoin, forage kale, lupines, vetches and similar forage products:		
	Viz:		
	Lucerne meal	Ex 081.100.0	Ex 12.10.00
Ex 14.01	Vegetable materials of a kind used primarily for plaiting (for example, cereal straw, cleaned, bleached or dyed, osier, reeds, rushes, rattans, bamboos, raffia and lime bark):		
	Not including:		
	Raffia, Rattans	292.300.9	Ex 14.01.09
Ex 17.03	Molasses, whether or not decolourised:		
	Not including:		
	Treacle	061.500.2 061.500.9	17.03.02 17.03.09
Ex 19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion:		
	Not including:		
	Biscuits	048.420.9	19.08.09
Ex 20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:		
	Viz:		
	Capers, olives	055.521.1	20.02.11

New Zealand wasn't too far away for its first traders



The *Arawa*
An imaginary view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350

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NEW ZEALAND, *continued*

Heading No.	Brussels Tariff Nomenclature: Description	New Zealand Tariff Item: 1962	1967
Ex 22.03	Beer made from malt:		
	Not including:		
	Beer containing 2% or less of proof spirit	112.300.1	22.03.01
		112.300.2	22.03.02
25.03	Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur	274.100.0	25.03.00
25.15	Marble, travertine, ecaussine and other calcareous monumental and building stone of an apparent specific gravity of 2·5 or more and alabaster, including such stone not further worked than roughly split, roughly squared or squared by sawing	273.120.0	25.15.00
25.16	Granite porphyry, basalt, sandstone and other monumental and building stone, including such stone not further worked than roughly split, roughly squared or squared by sawing	273.130.0	25.16.00
25.17	Pebbles and crushed or broken stone (whether or not heat-treated), gravel, macadam and tarred macadam, of a kind commonly used for concrete aggregates, for road metalling or for railway or other ballast; flint and shingle, (whether or not heat-treated;) granules and chippings (whether or not heat-treated) and powder of stones falling within heading No. 25.15 or 25.16	273.400.0	25.17.00
Ex 26.01	Metallic ores and concentrates and roasted iron pyrites:		
	Viz:		
	Ores and concentrates of silver, platinum and platinum group metals	285.010.0	26.01.24
27.05	Retort carbon	513.280.0	27.05.00
Ex 28.01	Halogens (fluorine, chlorine, bromine and iodine):		
	Viz:		
	Fluorine	513.220.1	Ex 28.01.20
28.05	Alkali, alkaline-earth and rare earth metals; yttrium and scandium; mercury	513.250.0	28.05.10
		513.260.0	28.05.90
Ex 28.32	Chlorates and perchlorates:		
	Not including:		
	Sodium chlorate	514.140.2	28.32.09
28.36	Dithionites, including those stabilized with organic substances; sulphoxylates	514.220.0	28.36.00
Ex 28.42	Carbonates and percarbonates; commercial ammonium carbonate containing ammonium carbamate:		
	Viz:		
	Magnesium carbonate	514.290.3	28.42.23
28.51	Isotopes and their compounds, inorganic or organic, whether or not chemically defined other than isotopes and compounds falling within heading No. 28.50	515.200.0	28.51.00
Ex 28.55	Phosphides:		
	Viz:		
	Phosphides of metallic elements and of ammonia arsenic, boron, silicon	514.930.1	28.55.01
28.57	Hydrides, nitrides and azides, silicides and borides	514.960.0	28.57.00
29.10	Acetals and hemiacetals and single or complex oxygen-function acetals and hemiacetals, and their halogenated, sulphonated, nitrated or nitrosated derivatives	512.330.0	29.10.00
29.17	Sulphuric esters and their salts, and their halogenated, sulphonated, nitrated or nitrosated derivatives	512.610.0	29.17.00
29.18	Nitrous and nitric esters, and their halogenated, sulphonated, nitrated or nitrosated derivatives	512.620.0	29.18.00
Ex 29.26	Imide-function compounds and imine-function compounds:		
	Not including:		
	Saccharine and other benzoicsulphimides and their salts	512.750.9	29.26.09
29.29	Organic derivatives of hydrazine or of hydroxylamine	512.780.0	29.29.00
30.01	Organo-therapeutic glands or other organs, dried, whether or not powdered; organo-therapeutic extracts of glands or other organs or of their secretions; other animal substances prepared for therapeutic or prophylactic uses, not elsewhere specified or included	541.620.0	30.01.00
30.02	Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products	541.630.1	30.02.01
		541.630.9	30.02.09
Ex 30.03	Medicaments (including veterinary medicaments):		
	Viz:		
	Insulin compounds and preparations; insulin put up in measured doses or in forms or in packings of a kind sold by retail.		
	Organo-therapeutic glands and other goods of heading No. 30.01 put up in measured doses or in forms or in packings of a kind sold by retail	541.700.5	30.03.05
		541.700.6	30.03.06
Ex 32.07	Other colouring matter; inorganic products of a kind used as luminiphores:		
	Viz:		
	Lithopone	533.101.6	32.07.06
Ex 32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil; white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail:		
	Viz:		
	Stamping foils	533.320.4	32.09.17
Ex 36.05	Pyrotechnic articles (for example, fireworks, railway fog signals, amorces, rain rockets):		
	Viz:		
	Ships' rockets and other marine pyrotechnic signalling and similar articles	571.300.1	36.05.01
Ex 37.05	Plates, unperforated film and perforated film (other than cinematograph film), exposed and developed, negative or positive:		
	Viz:		
	Slides for image projectors	862.450.1	37.05.01
38.15	Prepared rubber accelerators	599.760.0	38.15.00
Ex 39.06	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn:		
	Viz:		
	Powder, granules, flakes, blocks, lumps and similar bulk forms, monofil, rods and sticks;		
	But not including:		
	Alginic acid, its salts and esters, linoxyn	581.992.1	39.06.21
		581.992.9	39.06.29
		581.994.1	39.06.41
		581.994.9	39.06.49
Ex 39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:		
	Viz:		
	Clips, tags, rings and the like for the identification of animals, birds or fish	893.201.8	39.07.61
Ex 40.01	Natural rubber latex, whether or not with added synethic rubber latex; pre-vulcanized natural rubber latex; natural rubber, balata, gutta-percha and similar natural gums:		
	Not including:		
	Creped or smoke.		
	Latex.		
	Goods of this heading compounded before coagulation otherwise than with carbon black or silica with or without the addition of mineral oil	231.100.1	40.01.04
		231.100.9	40.01.09
Ex 41.05	Other kinds of leather, except leather falling within Heading No. 41.06, 41.07 or 41.08		
	Viz:		
	Deerskin leather	Ex 611.999.9	Ex 41.05.09
Ex 42.03	Articles of apparel and clothing accessories, of leather or of composition leather:		
	Viz:		
	Coats, waistcoats and the like, of deerskin leather.		
	Skirts of deerskin leather	Ex 841.300.5	Ex 42.03.02
		Ex 841.301.9	Ex 42.03.19
Ex 42.06	Articles made from gut (other than silk-worm gut) from goldbeater's skin, from bladders or from tendons:		
	Viz:		
	Catgut and artificial catgut	899.910.1	42.06.01
44.02	Wood charcoal (including shell and nut charcoal), agglomerated or not	241.200.0	44.02.00
44.20	Wooden picture frames, photograph frames, mirror frames and the like	632.710.0	44.20.00
Ex 44.22	Casks, barrels, vats, tubs, buckets and other coopers' products and parts thereof, of wood, other than staves falling within heading No. 44.08:		
	Viz:		
	Casks, barrels, vats, tubs, buckets and other completed coopers' products	632.200.4	44.22.03
Ex 44.24	Household utensils of wood:		
	Viz:		
	Spoons and forks	Ex 632.720.3	Ex 44.24.09
44.26	Spools, cops, bobbins, sewing thread reels and the like, of turned wood	632.820.0	44.26.00
44.27	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood	632.730.1	44.27.01
		632.730.2	44.27.02
		632.730.9	44.27.09
Ex 44.28	Other articles of wood:		
	Not including:		
	Artists' palettes.		
	Capacity measures.		
	Hand knitting needles, and hand knitting pins; crochet hooks.		
	Rollers for spring blinds.		
	Shingles	632.890.1	44.28.04
		632.890.9	44.28.09
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork	244.010.0	45.01.00
48.10	Cigarette paper, cut to size, whether or not in the form of booklets or tubes	642.910.1	48.10.01
		642.910.9	[Revenue item 48.10.09]
48.11	Wallpaper and lincrusta; window transparencies of paper	641.970.1	48.11.01
		641.970.2	48.11.02
		641.970.3	48.11.09

Brussels Tariff Nomenclature		New Zealand Tariff Item	
Heading No.	Description	1962	1967
Ex 49.07	Unused postage, revenue and similar stamps of current or new issue in the country to which they are destined; stamp-impressed paper; banknotes, stock, share and bond certificates and similar documents of title; cheque books:		
	Viz:		
	Stamps	892.931.1	49.07.01
Ex 50.10	Woven fabrics of noil silk		
	Viz:		
	Wholly of noil silk	653.120.4	50.10.04
Ex 51.01	Yarn of man-made fibres (continuous), not put up for retail sale:		
	Viz:		
	Sewing thread of regenerated fibres	651.710.1	51.01.21
Ex 51.03	Yarn of man-made fibres (continuous), put up for retail sale:		
	Viz:		
	Sewing thread of synthetic fibres	651.630.1	51.03.11
Ex 52.01	Metallized yarn, being textile yarn spun with metal or covered with metal by any process:		
	Not including:		
	Yarn containing sheep's or lambs' wool or fine animal hair.		
	Sewing, knitting, darning, embroidery and crochet thread	651.910.9	52.01.09
Ex 54.03	Flax or ramie yarn, not put up for retail sale:		
	Viz:		
	Sewing threads of flax	651.510.1	54.03.01
Ex 54.04	Flax or ramie yarn, put up for retail sale:		
	Viz:		
	Sewing threads of flax	651.520.1	54.04.01
Ex 55.07	Cotton gauze:		
	Not including:		
	Unbleached, not mercerized	652.210.0	55.07.20
Ex 55.09	Other woven fabrics of cotton:		
	Viz:		
	Unbleached fabrics, not being fabrics that:		
	(a) are mercerized;		
	(b) contain sheep's or lambs' wool or fine animal hair; or		
	(c) weigh more than 5½ oz./yd² and contain man-made discontinuous fibres.		
	Being fabrics that – have a raised nap on one or both sides.		
	Bleached or mercerized fabrics, not being fabrics that:		
	(a) contain sheep's or lambs' wool or fine animal hair;		
	(b) weigh more than 5½ oz./yd² and contain man-made discontinuous fibres; or		
	(c) have been assembled by sewing, gumming or otherwise.		
	Being fabrics that – are bleached or dyed and have a raised nap on one or both sides	652.130.3	55.09.14
		652.292.1	55.09.41
		652.292.2	55.09.42
Ex 56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale:		
	Viz:		
	Knitting, darning, embroidery and crochet thread of synthetic fibres, not containing sheep's or lambs' wool or fine animal hair and not weighing more than 150 g. per 9,000 m.	651.642.3	56.05.16
Ex 57.09	Woven fabrics of true hemp:		
	Not including:		
	Fabrics, assembled by sewing, gumming, or otherwise	653.320.9	57.09.09
Ex 62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:		
	Viz:		
	Plain terry towels	656.911.4	62.02.05
Ex 62.05	Other made up textile articles (including dress patterns):		
	Viz:		
	Cheese bandages and caps	656.920.3	62.05.07
63.01	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles falling within heading No. 58.01, 58.02 or 58.03), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk or in bales, sacks or similar bulk packings	267.010.0	63.01.00
63.02	Used or new rags, scrap twine, cordage, rope and cables and worn out articles of twine, cordage, rope or cables	267.020.0	63.02.00
67.03	Human hair, dressed, thinned, bleached or otherwise worked; wool or other animal hair prepared for use in making wigs or the like	899.940.0	67.03.00
Ex 68.02	Worked monumental or building stone, and articles thereof (including mosaic cubes), other than goods falling within heading No. 68.01 or within Chapter 69		
	Viz:		
	Balls for crushing mills	661.320.1	68.02.01
Ex 68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not:		
	Not including:		
	Pipes, roofing tiles, ridging and finials	Ex 663.620.9	68.11.09
Ex 70.10	Carboys, bottles, jars, pots, tubular containers and similar containers of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass:		
	Viz:		
	Stoppers and other closures, plain and unornamental	665.110.1	70.10.03
Ex 70.14	Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass:		
	Viz:		
	Magnifying glasses	812.410.3	70.14.08
71.01	Pearls, unworked or worked, but not mounted, set or strung (except ungraded pearls temporarily strung for convenience of transport)	667.100.0	71.01.00
71.09	Platinum and other metals of the platinum group, unwrought or semi-manufactured:		
	Not including:		
	Ingots and other primary forms	681.210.2	Ex 71.09.01
		681.210.9	71.09.09
Ex 71.11	Goldsmith's, silversmiths' and jewellers' sweepings, residues, lennels and other waste and scrap, of precious metal:		
	Viz:		
	Of silver or platinum group metals	285.020.0	71.11.10
Ex 71.14	Other articles of precious metal or rolled precious metal:		
	Viz:		
	Retorts, dishes and other apparatus for technical or laboratory use	897.130.1	71.14.01
Ex 72.01	Coin:		
	Not including:		
	Gold	961.000.0	72.01.20
		981.010.0	72.01.31
		981.020.0	72.01.39
Ex 73.40	Other articles of iron or steel:		
	Viz:		
	Nose rings for animals; clips, tags, rings and the like for the identification of animals, birds and fish	698.910.2	73.40.43
		698.911.6	
Ex 74.19	Other articles of copper:		
	Viz:		
	Nose rings for animals; clips, tags, rings and the like for the identification of animals, birds or fish	698.920.4	74.19.01
		Ex 698.922.9	
Ex 76.16	Other articles of aluminium:		
	Viz:		
	Nose rings for animals; clips, tags, rings and the like for the identification of animals, birds or fish.		
	Turnbuckles, thimbles for eye-splices, boathooks.		
	Fittings for ships, boats and other vessels	698.940.6	76.16.05
		698.941.1	76.16.12
		698.941.9	76.16.13
		698.942.1	76.16.14
		Ex 698.942.9	
Ex 78.04	Lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight (excluding any backing) not exceeding 1,700 g/m²; lead powders and flakes:		
	Viz:		
	Lead powders and flakes	685.230.1	78.04.09
Ex 80.02	Wrought bars, rods, angles, shapes and sections, of tin; tin wire:		
	Viz:		
	Solder	687.210.1	80.02.01
Ex 82.01	Hand tools, the following: spades, shovels, picks, hoes, forks, and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:		
	Viz:		
	Spades.		
	Shovels.		
	Forks.		
	Pruning shears	695.102.1	82.01.01
		695.102.2	82.01.02
		695.102.3	82.01.03
		695.102.4	82.01.04
		695.102.6	82.01.06
		695.104.2	82.01.22
Ex 82.03	Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps:		
	Viz:		
	Pliers, animal-marking	695.221.4	82.03.04
Ex 82.04	Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated):		
	Viz:		
	Knife sharpening steels.		
	Blow lamps.		
	Grinding wheels mounted on frameworks	695.232.1	82.04.12
		695.232.5	82.04.15
		695.233.7	82.04.29
82.12	Scissors (including tailoers' shears), and blades therefore	696.040.0	82.12.00

NEW ZEALAND, *continued*

Heading No.	Brussels Tariff Nomenclature — Description	New Zealand Tariff Item 1962	1967
Ex 82.13	Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files): *Viz:* Secateurs	696.050.1	82.13.01
Ex 83.07	Lamps and lighting fittings, of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22): *Viz:* Lamps, and parts thereof, specially designed for the following uses: Miners' safety lamps; harbour and airport beacons and in lighthouses; ships and aircraft navigation lamps	812.420.1	83.07.01
Ex 84.06	Internal combustion piston engines: *Viz:* Marine engines (other than outboard engines). Parts (other than pistons, cylinder sleeves, piston rings, mufflers, carburettors, or governors) for engines other than aircraft or vehicle engines	711.500.3 711.500.4 711.502.2 711.502.9	84.06.23 84.06.24 84.06.48 84.06.49
Ex 84.08	Other engines and motors: *Viz:* Marine jet propulsion units	Ex 711.890.0	Ex 84.08.30
Ex 84.20	Weighing machinery (excluding balances of a sensitivity of 5 cg or better) including weight-operated counting and checking machines; weighing machine weights of all kinds: *Viz:* Weighing machine for livestock	Ex 719.631.3 Ex 719.631.4	Ex 84.20.03 Ex 84.20.04
Ex 84.40	Machinery for washing, cleaning, drying, bleaching, dyeing, dressing, finishing or coating textile yarns, fabrics or made-up textile articles (including laundry and dry-cleaning machinery); fabric folding, reeling or cutting machines; machines of a kind used in the manufacture of linoleum or other floor coverings for applying the paste to the base fabric or other support; machines of a type used for printing a repetitive design, repetitive words or overall colour on textiles, leather, wallpaper, wrapping paper, linoleum or other materials, and engraved or etched plates, blocks or rollers therefor: *Viz:* Shirt-folding machines	Ex 717.150.9	Ex 84.40.29
Ex 84.45	Machine tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50: *Viz:* Wire-drawing machines	Ex 715.100.1 715.100.4	Ex 84.45.01 84.45.06
Ex 84.54	Other office machines (for example hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines): *Not including:* Duplicating machines of the hectograph or stencil type. Addressing machines. Ticket-issuing machines which print tickets. Coin-sorting machines, coin-counting and wrapping machines. Pencil-sharpening machines. Letter opening and letter closing or sealing machines. Stamp cancelling machines. Cash registers not incorporating a calculating device.	714.911.8 714.912.2 714.912.9	84.54.06 84.54.11 84.54.19
Ex 84.59	Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter: *Viz:* Floor polishers and scrubbers, combined Marine stern-drive transmission units. Micronizer fluid energy grinding mills	Ex 719.801.9	Ex 84.59.29
84.60	Moulding boxes for metal foundry; moulds of a type used for metal (other than ingot moulds), for metallic carbides, for glass, for mineral materials (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials.	719.910.1 719.910.2	84.60.01 84.60.09
Ex 85.05	Tools for working in the hand, with self-contained electric motors: *Viz:* Textile cutters	729.600.5	85.05.05
Ex 85.10	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09: *Viz:* Flashlights or torches	812.430.3	85.10.03
Ex 85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter: *Viz:* Electric fence controllers	Ex 729.990.0	Ex 85.22.20
Ex 85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes: *Viz:* Electrodes for electric welding	729.960.1	85.24.01
Ex 90.05	Refracting telescopes (monocular or binocular), prismatic or not: *Not including:* Binoculars	861.310.1	90.05.09
Ex 90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles: *Viz:* Cameras, other than 35 mm. Projectors, other than 16 mm.	861.500.2 861.500.5	90.08.02 90.08.04
90.11	Microscopes and diffraction apparatus, electron and proton	861.330.0	90.11.00
Ex 90.13	Optical appliances and instruments (but not including lighting appliances other than searchlights or spotlights), not falling within any other heading of this Chapter: *Not including* Transparency slide viewers. Stereoscopes. Mirrors, glass, mounted, optically worked	861.391.3 861.391.9	90.13.05 90.13.09
Ex 90.20	Apparatus based on the use of X-rays or of the radiations from radio-active substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like: *Viz:* X-ray generators	726.200.2	90.20.01
90.23	Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments.	861.960.0	90.23.00
91.01	Pocket-watches, wrist-watches and other watches, including stop-watches.	864.110.0	91.01.00
91.02	Clocks with watch movements (excluding clocks of heading No. 91.03)	864.120.1 864.120.9	91.02.01 91.02.09

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Brussels Tariff Nomenclature		New Zealand Tariff Item	
Heading No.	Description	1962	1967
Ex 91.03	Instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels:		
	Not including:		
	Vehicle chronographs	864.210.9	91.03.09
91.04	Other clocks	864.220.1	91.04.01
		864.220.2	91.04.02
		864.220.9	91.04.09
91.09	Watch cases and parts of watch cases, and blanks thereof	864.140.0	91.09.00
91.10	Clock cases and cases of a similar type for other goods of this Chapter, and parts thereof	864.260.0	91.10.00
91.11	Other clocks and watch parts	864.290.1	91.11.01
		864.290.2	91.11.09
92.06	Percussion musical instruments (for example, drums, xylophones, cymbals, castanets)	891.840.0	92.06.00
Ex 92.07	Electro-magnetic, electro-static, electronic and similar musical instruments (for example, pianos, organs, accordions):		
	Not including:		
	Electronic organs	891.850.9	92.07.09
Ex 92.08	Musical instruments not falling within any other heading of this Chapter (for example, fairground organs, mechanical street organs, musical boxes, musical saws); mechanical singing birds; decoy calls and effects of all kinds; mouth-blown sound signalling instruments (for example, whistles and boatswains' pipes):		
	Not including:		
	Musical boxes.		
	Mechanical singing birds.		
	Decoy calls and effects of all kinds.		
	Mouth-blown sound signalling instruments (for example, whistles, and boatswains' pipes)	891.890.9	92.08.09
Ex 92.11	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks, with or without sound-heads; television image and sound recorders and reproducers, magnetic:		
	Viz:		
	Office dictating machines and reproducers ancillary thereto	891.111.1	92.11.01
		Ex 891.111.3	Ex 92.11.03
		Ex 891.111.9	Ex 92.11.09
Ex 93.04	Other firearms, including Very light pistols, pistols and revolvers for firing blank ammunition only, line-throwing guns and the like:		
	Not including:		
	Rifles, 7·62 mm. calibre which chamber 7·62 mm. NATO cartridges and the sporting equivalent of such cartridges.		
	Harpoon guns.		
	Humane killers, captive bolt.		
	Line-throwing guns	894.311.1	93.04.01
		894.311.2	93.04.02
		894.311.7	93.04.04
		894.311.9	93.04.09
Ex 93.06	Parts of arms, including roughly sawn gun stock blocks and gun barrel blanks, but not including parts of side-arms:		
	Viz:		
	Parts of arms falling within heading No. 93.04 or 93.05	894.330.1	
		894.330.9	93.06.20
Ex 94.04	Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed or internally fitted with any material or of expanded, foam or sponge rubber or expanded, foam or sponge artificial plastic material, whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes, and pillows):		
	Viz:		
	Quilts, eiderdowns, bedspreads, sleeping bags, stuffed with feathers or down	Ex 821.030.1	Ex 94.04.02
		Ex 821.030.9	Ex 94.04.09
Ex 95.05	Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material:		
	Viz:		
	Cameos, unmounted	899.150.4	95.05.03
Ex 95.08	Moulded or carved articles of wax, of stearin, of natural gums or natural resins (for example, copal or rosin) or of modelling pastes, and other moulded or carved articles not elsewhere specified or included; worked, unhardened gelatin (except gelatin falling within heading No. 35.03) and articles of unhardened gelatin:		
	Not including:		
	Imitation flowers and leaves.		
	Imitation fruits and sweets; busts, heads, figures, statuettes; imitation pearls and other jewellery, of wax.		
	Gelatin in other than rectangular sheets, not being identifiable as parts of articles	899.180.3	95.08.03
		899.180.9	95.08.09
Ex 96.02	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops:		
	Viz:		
	Brushes and mops for cleaning firearms	899.241.1	96.02.13
98.06	Slates and boards, with writing or drawing surfaces, whether framed or not	895.920.0	98.06.00
Ex 98.11	Smoking pipes; pipe bowls, stems and other parts of smoking pipes (including roughly shaped blocks of wood or root); cigar and cigarette holders and parts thereof:		
	Viz:		
	Smoking pipes	899.350.1	98.11.01
99.02	Original engravings, prints and lithographs	896.020.0	99.02.00
99.05	Collections and collectors' pieces of zoological, botanical, mineralogical, anatomical, historical, archaeological, paleontological, ethnographic or numismatic interest	896.050.0	99.05.00

UNITED STATES

Imports of mixtures of sugar and butterfat and/or flour

THE UNITED STATES Department of Agriculture has published an amendment to the sugar regulations governing imports of sugar and butterfat and/or flour mixtures i.e. products or mixtures which (i) contain more than 25 per cent sugar expressed as a percentage of the total weight of solids (excluding moisture and volatile matter); and (ii) contain solid ingredients other than sugar consisting principally of either butterfat or flour or both; and (iii) either are to be further subjected to processing or mixing with similar, or other ingredients, or are not to be marketed to the ultimate consumer in the identical form and package in which imported.

The total quantity of such products and mixtures which may be imported from each country (except Australia) during the 1967 calendar year will be limited to the larger of (a) the average of the quantities of such products imported annually during the last three years (United Kingdom average – 2,158,500 lb) or (b) the sugar equivalent of 100 short tons raw value contained in such products. (The quota for the United Kingdom is 2,159,000 lb of products or mixtures.)

The regulation provides, *inter alia,* that applications will be eligible for authorization either five days before the stated date of

(*Continued on next page*)

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UNITED STATES, *continued*

departure or when received, whichever is the later, and that each application must represent firm commitments with respect to quantities covered and shipping arrangements.

Further inquiries regarding this notice should be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes.

Of a class or kind 'not made in Canada'

Single lever, remote control heads, designed to operate both the throttles and transmissions of marine engines and/or outboard motors.

(Ruling effective December 28, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51-28-1 dated December 28, 1966.

ARGENTINA

Exemptions from prior deposits

THE ARGENTINE Secretariat for Industry and Commerce No. 136 of November 21, 1966 exempts the following items from the payment of prior deposits:-

Tariff Number	*Item*
29.02.01.33	Dichloromethane.
29.04.02.05	Propan-2-ol.
38.19.01.99	Silicone catalyst.
38.19.01.99	Pectolytic enzymes for wine production
53.05.01.01	Tops, Angora goat's hair (Mohair).
71.07.01.00	Gold in ingots.
85.25.00.01	Porcelain insulators for transformers of more than 66 kW for the manufacture of bushings.

Motor Vehicles

ARGENTINE GOVERNMENT Law No. 17029 of November 23, 1966, excludes motor vehicles falling within the following tariff headings from the list of items which may be imported without payment of surcharges, into the Free Zone of the National Territory of Tierra del Fuego.

87.02.01.01
87.02.01.02
87.02.01.03
87.02.01.04
87.02.01.20

Exemption from surcharges

ARGENTINE GOVERNMENT Decree No. 4105 of December 5, 1966, exempts from the payment of surcharges, imports of machinery (other than tractors and vessels) for agricultural, dairy, fishery and forestry purposes. The exemption only applies, however, where the machinery is not manufactured in Argentina, and payment abroad for items classified as capital goods must be made in accordance with the norms laid down for such imports.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey. 7877, Exts. 2479/2480).*

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian *El Peruano* of October 3, 1966, that Supreme Resolution No. 967-H(A) has modified tariff heading 84.61 as follows:

Item No.	Description	Tariff Unit	Specific Duty Soles	Additional Duty *ad val.*
84.61.1.02	Valves and other similar appliances for a nominal pressure of up to 10·6 kilograms per sq. cm. (150 lb. per sq. in.) and with an inside diameter of up to 6 cm.	Kg.	20·00	30%
84.61.1.03	The same, with an inside diameter of over 6 cm.	Kg.	5·00	30%

The following sub-headings are created, and added to heading 84.61.2:

Item No.	Description	Tariff Unit	Specific Duty Soles	Additional Duty *ad val.*
84.61.2.04	Valves and other similar appliances for industrial use (including steam sludge cocks and traps) for a nominal pressure of up to 17·6 kilograms per sq. cm. (250 lb. per sq. in.)	Kg.	10·00	20%
84.61.2.05	The same, for a nominal pressure of over 17·6 kilograms per sq. cm. (250 lb. per sq. in.)	Kg.	5·00	30%

Heading 84.61.3.01 is divided in the following way:

Item No.	Description	Tariff Unit	Specific Duty Soles	Additional Duty *ad val.*
84.61.3.01	Parts and components of valves falling under heading 84.61.1	Kg.	20·00	30%
84.61.3.02	Parts and components of valves falling under heading 84.61.2	Kg.	10·00	30%

This resolution enters into force 30 days after its publication in *El Peruano*, according to the provisions of article 5 of Supreme Decree 139-H of July 23, 1964.

Cheaper calls to United States

THE GPO announced on January 3 that changes in the way in which telephone calls from this country to the United States are charged will mean a reduction of more than 15 per cent for many callers from February 1. Instead of making a call to a particular person, as at present, people in this country will be able to make a call to a specified telephone number. For such calls the present rate of £1 a minute (minimum three minutes) will be reduced to 16s. 8d. (minimum three minutes) – a reduction of 10s. on the minimum time. Calls made to a particular person or extension will be charged at the same rate per minute, but there will be an additional fee of £1 10s. per call.

During the cheap rate period the charges for an ordinary call will be reduced from 15s. to 12s. 6d. per minute (minimum three minutes) and the personal call fee will be £1 2s. 6d.

Australian trade appointment in London

MR. A. P. FLEMING, has arrived in London to take up the position of Special Commercial Adviser at Australia House. Mr. Fleming, a First Assistant Secretary in the Department of Trade and Industry, has had considerable experience in the field of international trade relations and held the position of Special Commercial Adviser, London, for a short period in 1960/1 during his term of office as Australian Government Trade Commissioner in Paris.

He will assume responsibility for all Department of Trade and Industry activities in Britain and, in addition, will undertake specific conference commitments in Geneva as the need arises.

Insured air parcel service to Italy

THE POST OFFICE announce that insured air parcels may now be sent to Italy and the Vatican City State. The limit of insured value is £115.

ECUADOR

Health control of foodstuffs, cosmetics and medicinal products

THE BRITISH Embassy at Quito has reported the promulgation of new legislation effecting the standards of hygiene of foodstuffs, cosmetics and medicinal products for sale in Ecuador.

Among the various provisions which may affect imported goods, Article 12 provides that foreign medicinal products must be registered with the Direccion General de Sanidad before they may be imported, distributed or sold. Before registration such products will be subject to analysis by the Instituto Nacional de Higiene in Guayaquil for which a fee of 2,500 Sucres will be charged.

Article 59 provides that all foreign processed foodstuffs will also have to be registered with the Direccion General de Sanidad and will be subject to prior analysis at a fee of 2,000 sucres.

Interested British exporters may obtain copies of an English translation of this legislation on application to Export Services Branch of the Board of Trade, Tariffs Section, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 476).

VENEZUELA

Import licensing restrictions

HM EMBASSY in Caracas report that the Venezuelan Ministers of Finance and Development and Agriculture published a resolution on December 20, 1966, imposing import licensing restrictions on ginned cottons (both raw and bleached).

Tariff No.	Description
26.01.02.1	Raw (4)
263.01.02.2	Bleached (4)

This resolution enters into effect from the date of publication (December 20) for consignments going by sea, land or post. Those carrying consular endorsement on or before the effective date of this resolution are exempt from this requirement. Exemption also applies on items going by air up to December 30.

COLOMBIA

Import and foreign exchange restrictions

FOLLOWING the severe emergency restrictions on imports and foreign exchange disbursements introduced by the Colombian authorities at the end of November last year, inquiries made by the British Embassy in Bogota indicate that the present position with regard to imports into Colombia is as follows:

1. Import licences approved before November 29, 1966 remain valid but relevant payments will be subject to some delay.
2. Import licences approved in principle before November 29, 1966 will be granted, but after some delay.
3. Preference is likely to be given to applications for import licences for goods covered by existing lines of credit.
4. In general, licences are only expected to be issued for raw materials, drugs, spare parts and capital equipment. Tractors and agricultural machinery will be regarded as capital equipment.
5. Imports will only be allowed within a certain monthly financial limit. Present indications are that this limit may be of the order of US $30 million per month.
6. At the moment it would seem likely that delays in payments for imports will not be longer than six months and may be no more than two or three months.

URUGUAY

Documentation

HM EMBASSY at Montevideo report that in future all commercial invoices covering British exports to Uruguay must show separately the f.o.b. value of the goods, the cost of insurance, and the cost of freight.

CHILE

Import regulations

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 441, which took place on November 29, the Executive Committee of the Central Bank reduced from 80 to 70 days (from the date of the bill of lading) the minimum period which must elapse before payment of imports may be made.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	46	Insert new item: Bacterine leptosprina pomone for injections.	
X	56	Insert new item: Entectic non-ferrous alloy wires, except lead-tin alloy in rolls of 50 kg., and diameters of $\frac{1}{8}$ in., $\frac{1}{4}$ in., $\frac{3}{8}$ in. and $\frac{1}{16}$ in.	
XI	63	Insert new item: Unbreakable plastic containers for making mixers of liquids, consisting of the container itself, the cover or lid, the impeller packing and magnetic disc.	

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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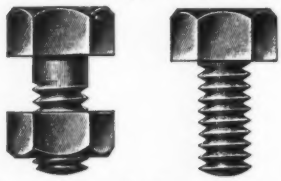

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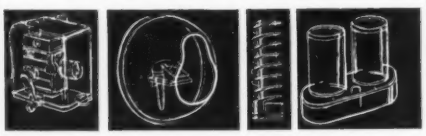

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Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	23 Dec. 1966
Aircraft noise at Heathrow Airport (Q)	23 Dec. 1966
Mileage and traffic (M)	30 Dec. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	30 Dec. 1966
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	This week
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	4 Nov. 1966
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British Film Fund Agency returns (M)	6 Jan. 1967
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Overseas payments and earnings (A)	6 Jan. 1967
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Trends in film-going (A)	9 Sept. 1966
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Foreign trade:	
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Sterling area trade summary (Q)	4 Nov. 1966
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N. Ireland index (M)	2 Dec. 1966
Insurance companies:	
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Board of Trade Departments, etc.

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British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	25 Nov. 1966
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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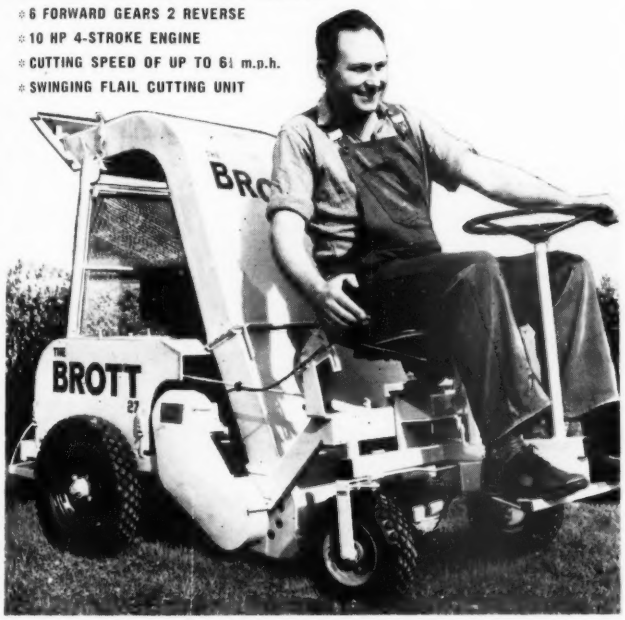

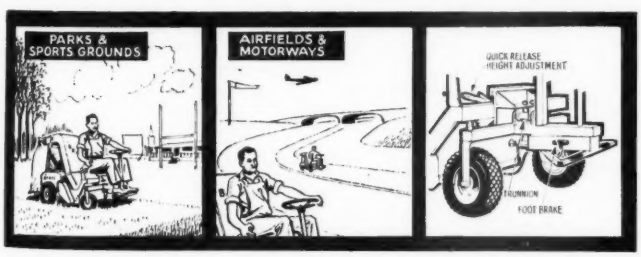

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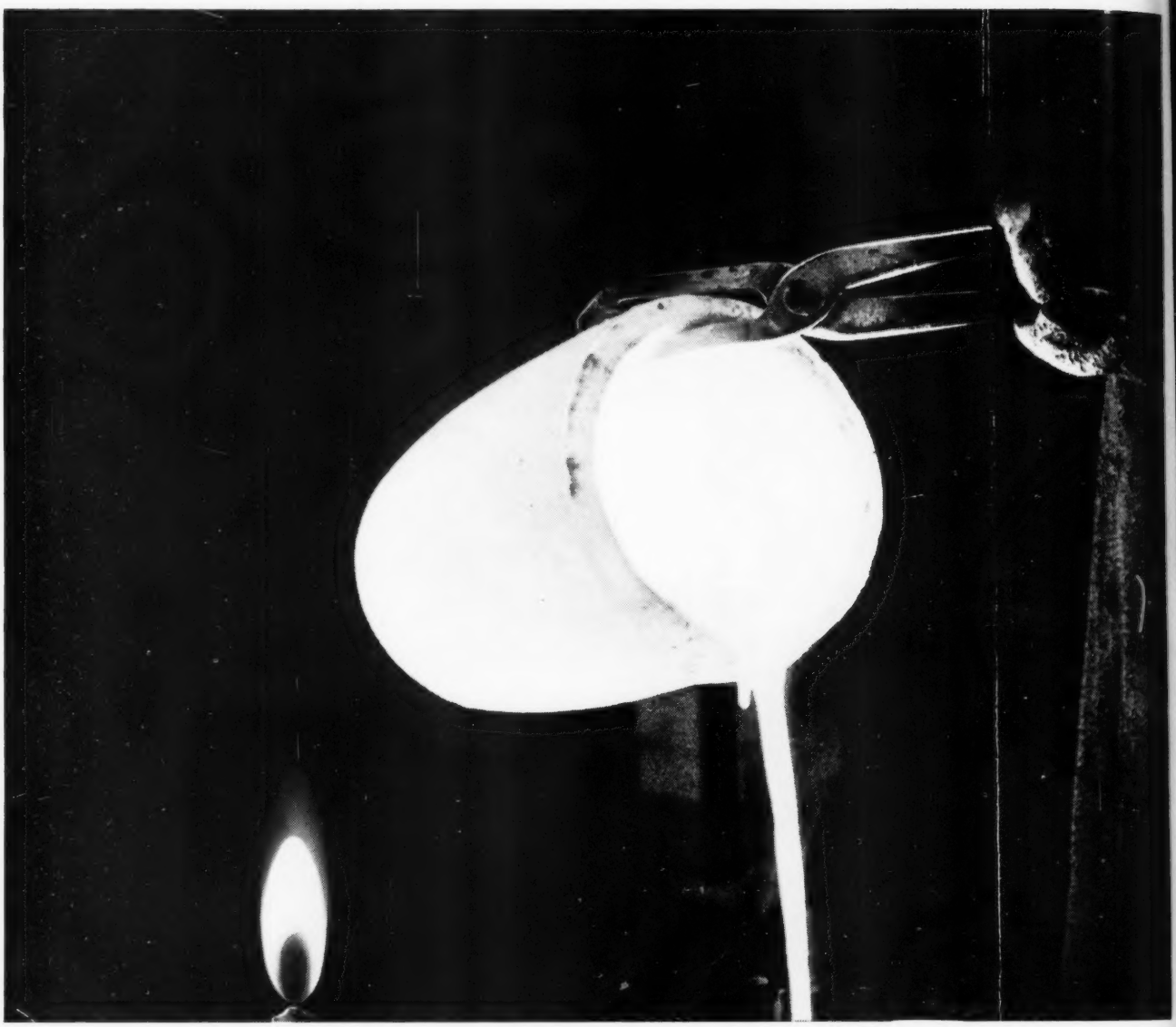

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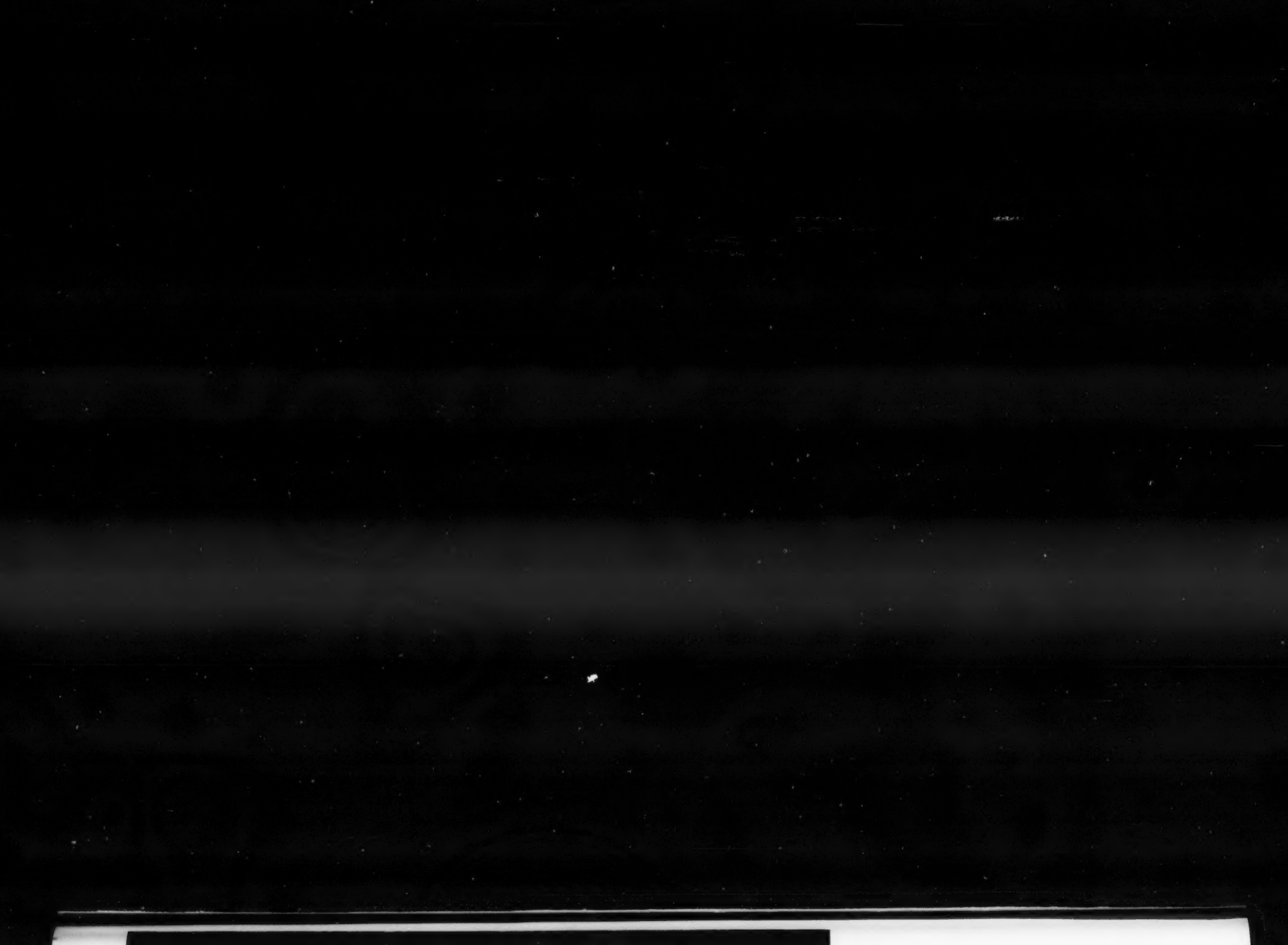
The gas industry's technical advisory service is backed by the industrial development centres of Gas Boards and by the Gas Council's Industrial Research Station at Solihull. Their accumulated knowledge of industrial heating problems is available to you through the Industrial Gas Engineer.

The Industrial Gas Engineer can tell you how *gas can lower your overall production costs:* how its cleanness allows direct firing at higher thermal efficiency; how its flexibility gets idling plant back into production quickly; how its performance is consistent, resulting in fewer rejects; how its heat is released economically only at the point of use. Gas can give you faster production, improve working conditions, reduce labour costs and maintenance and capital costs.

The revolution in gas production methods and the exciting North Sea gas finds are further telling reasons why you should consult the Industrial Gas Engineer. A phone call or letter to the Industrial Gas Officer of your Gas Board is all that is needed.

HIGH SPEED GAS